

# THE ROTARIAN

*The Magazine of Service*



SEPTEMBER

1920

CHICAGO, U.S.A.

TWENTY CENTS

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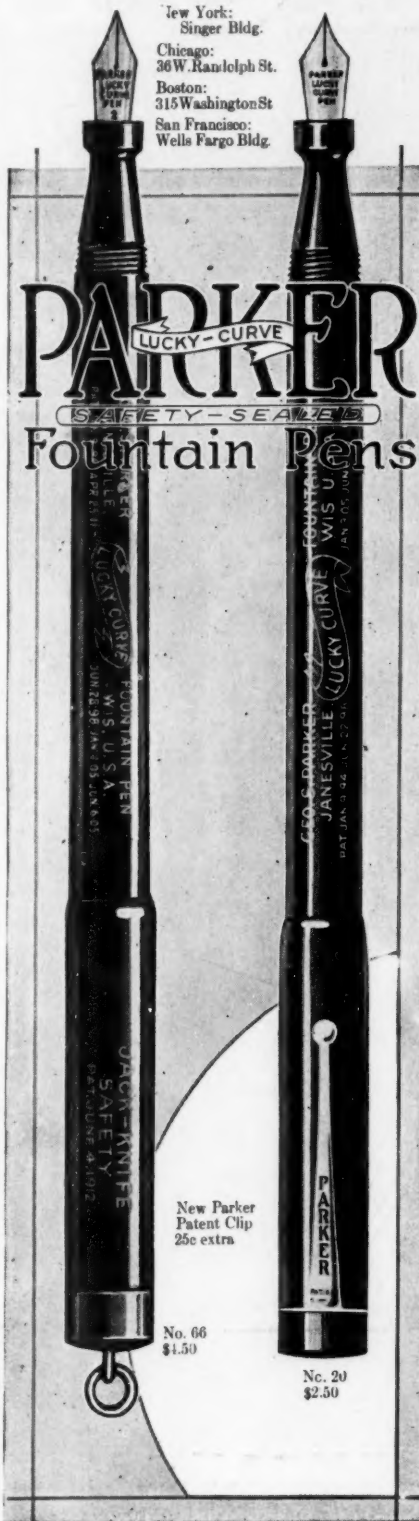
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**International Association of Rotary Clubs**

Is an organization of the Rotary Clubs in over 700 of the principal cities of the United States, Canada, Great Britain and Ireland, Cuba, Porto Rico, Panama, Hawaii, Philippines, Uruguay, Argentina and China, with headquarters at 910 South Michigan Avenue, Chicago, Illinois, U. S. A. The name is sometimes abbreviated to I. A. of R. C.

**Objects of the I. A. of R. C.**

*First:* To encourage, promote and supervise the organization of Rotary Clubs in all commercial centers thruout the world.

*Second:* To coordinate, standardize and generally direct the work and activities, other than local activities, of all affiliated Rotary Clubs.

*Third:* To encourage and foster, thru its own activities and thru the medium of affiliating Rotary Clubs

- (a) High ethical standards in business and professions.
- (b) The ideal of service as the basis of all worthy enterprise.
- (c) The active interest of every Rotarian in the civic, commercial, social and moral welfare of his community.
- (d) The development of a broad acquaintanceship as an opportunity for service as well as an aid to success.
- (e) The interchange of ideas and of business methods as a means of increasing the efficiency and usefulness of Rotarians.
- (f) The recognition of the worthiness of all legitimate occupations and the dignifying of the occupation of each Rotarian as affording him an opportunity to serve society.

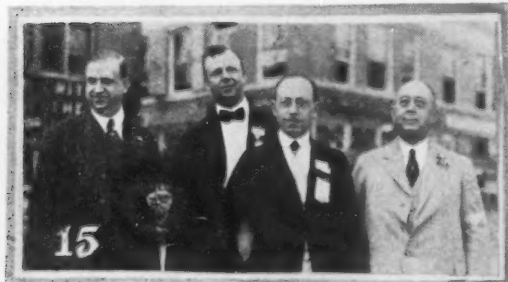
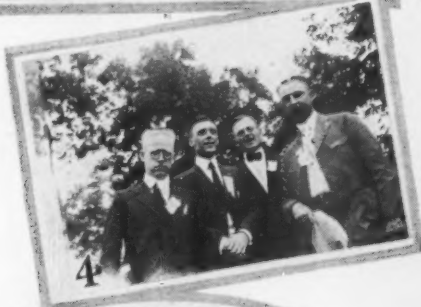
*Fourth:* "To create, adopt and preserve an emblem, badge, or other insignia of International Rotary for the exclusive use and benefit of all Rotarians.

Excerpts from Audit Bureau of Circulations Auditor's Report	
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THE Advertising Pages of THE ROTARIAN are open only to advertisers of acknowledged standing and respectability. Advertisements will not be accepted from those who are engaged in doubtful or irregular enterprises or whose records give evidence even of a disposition to disregard correct business methods or recognized standards of commercial or professional honor.

**60,000 Copies of this Issue were Printed**



**S** NAPSOTS of Rotarians at Atlantic City. Left to right, 1, Vice-President "Wild" Ed Lamson and President Owen of the Toledo Club; 2, Hupp Tevis, Bill Henning, Bob Timmons and Mike Deal, President of the St. Louis Club; 3, Fritz Galbraith of Cincinnati and Past District Governor Frank A. Lidbury of Niagara Falls and pipe; 4, The Wichita "Woodpecker Farm" Quartet getting tuned up—Harry Stanley, Charlie Knight, Merle Bennett and Cliff Hunt; 5, Pete and Ray; 6, Charles Stibbo of Leicester, England, W. H. Harris of Liverpool, Bill Legie, secretary of the Glasgow, Scotland, Club, Alexander Wilkie, President B. A. R. C., and George Restall of Birmingham, England; 7, A group of St. Louis Rotarians—Vincent Gorley, Homer Bailey, Bob Timmons—Bob is the only one not of St. Louis—Mrs. French Nelson, French Nelson and Floyd Cutting; 8, Mrs. Bill Gerhab and Mrs. Ralph Bingham; 9, A group of good scouts including Guy Gundaker, third from the left, George Rolf of Salt Lake City to his left, Fritz Galbraith of Cincinnati to his left and Cliff Miller on the right end of the procession; 10, Dr. N. W. Friedenborg and Mrs. Friedenborg of Winfield, Kansas; 11, Frank Harris and Pete Snedecor discussing politics; 12, Bill Gerhab and Ralph Bingham; 13, Rufe Chapin and his niece, Mrs. Cyrus Foss Tibbals; 14, A group of Kansas Rotarians photograph at the home of General Robert E. Lee at Arlington, Virginia. They are Ernest MacDowell, Mrs. MacDowell, Mrs. N. W. Friedenborg, Winfield, Mrs. Ralph Snowden, Arkansas City, and Miss Louise Friedenborg, Winfield; 15, Past District Governor Ed May surrounded by a special bodyguard of Pittsburgh Rotas; 16, Hi Martin of St. Louis as guest of the Dallas Club, about to ascend to ethereal heights; 17, E. W. Hill and Mrs. Hill of Shawnee, Oklahoma, and a young lady friend.



"To act the part of a true friend requires more conscientious feeling than to fill with credit or complacency any other station or capacity in social life."

# The ROTARIAN

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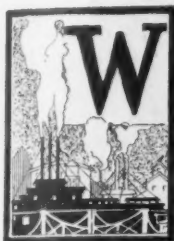
The Magazine of Service



"A PRINCE can make a belted knight, A marquis, duke, and a' that; But an honest man's aboon his might: Guid faith, he maunna fa' that."

## Sound Business and Sound Statesmanship

By William H. Barr, President of The Inter-racial Council



WHEN a business man commences to talk about his difficulties in keeping the wheels of industry turning, there is one thing he is sure to say. He may have some remarks to make about the difficulty of figuring his income tax or the problem of foreign markets, or trouble in getting raw materials, but he is certain to make some comment like this, "I don't seem to be able to get the right sort of help any more. It's hard enough to keep the workers I've got, and still harder to get any new hands that are worth their salt." It is the same story in every line of business. When you speak to a manufacturer about labor shortage he throws up his hands. When you talk to a farmer about it he almost sheds tears. The employers try to ease matters for their own businesses by taking away one other's help, but of course that is a policy which gets us nowhere. It simply raises wages all around, boosts prices and makes for general unrest and discontent.

THE fact is we are up against a very serious labor shortage in North America. It has been estimated that the market is four or five millions short, due to the fact that since the outbreak of the war immigration dropt away below pre-war figures and has not even begun to come back to normal. This serious industrial situation is one of the problems which The Inter-racial Council is attempting to solve in a constructive and farsighted manner. It is logical that The Inter-racial Council should tackle this matter because it deals with the foreign-born and their life in a new country. We believe that the labor shortage would be eased by more enlightened policies in regard to the individual foreign-born worker. One reason why the immigrant is going back in such large numbers is that in a great many cases the new comer did not get a square deal in America. We have studied that question in consultation with the various racial leaders here and have come to a pretty correct conclusion as to what constitutes a square deal for the immigrant and how we can go about it to make him contented here so that he will not be tempted to pack his grip and sail away for the "Old Country," carrying his savings with him.

WITHOUT doubt one of the principal reasons why immigrants are not coming in large numbers is that we make it unnecessarily difficult for them to get here. At the present rate of exchange, the head tax, passport visé and traveling expenses amount to the price of a small farm in some of the Old World countries. Then, to this financial burden we add the encumbrance of a literacy test which bars a man who may be a strong, industrious and willing worker; but who is refused admission to America merely because he cannot read. The Inter-racial Council is therefore attempting to secure fair treatment of the foreign-born who are already here and reasonable changes in the immigration

laws which will attract more of the desirable element to our shores, and safeguard the individual alien until he is employed and able to take care of himself.

THE Inter-racial Council is one of the most constructive organizations in America. It was organized in March, 1919, by a group of men and women who are accustomed to do big things in an efficient manner. These people include the heads of some of the largest corporations in the world, both financial and industrial institutions being represented. In addition to these Americans, with their initiative and executive ability, there is a group of leaders of the foreign-born elements in the United States who know what the immigrant thinks and can tell us what he needs. Individuals who have made a study of the immigrant problem for years, who have indeed made it their life work, are also included in the Council and the result is that for the first time in history the immigration problem is being studied scientifically by three groups who are particularly interested in finding the right solution; the immigrant himself thru his leaders, the employer of labor who uses his service, and the expert who has a scientific and humanitarian interest in the matter.

ONE of the most important things The Inter-racial Council has to do is to dispel the prejudice in the minds of many Americans against the foreign-born. This is reflected in the contemptuous way in which they are referred to as "hunkies," or "wops" or "polacks," and in the habitual attitude of superiority which many of the native-born adopt before the immigrant. We are trying to do away with this prejudice by telling our people again and again and in as many ways as possible just what the foreign-born means to America, how he has brought his arts and culture, how he has built our railroads, dug our ditches and cultivated our farms; how he has supported our Liberty Loans, fought our battles and shed his blood in our defense.

AT this time when the words "foreigner" and "Red" are synonymous in the minds of many otherwise intelligent people, the work of dispelling prejudice is tremendously important. If we are ever to be a factor in world affairs, doing international business and having something to say in world politics, we must get rid of the prejudice against foreigners, as such, which is the mark of a provincial mind.

QUITE as important as the work of getting the American to understand the foreign-born, is the education of the immigrant in what America really stands for. Many immigrants, who are industrious and thrifty and in every respect worth while, have rather a poor opinion of America and are anxious to leave it. They can hardly be blamed for this, since they are victimized by sharpers from the very



moment of their arrival and are constantly being discriminated against and imposed upon. These people are apt to judge Americans by the brutal and unscrupulous persons they have encountered, and I think most of us would do the same. However, a class of dishonest and narrow-minded people does not represent America, as you and I well know. It is therefore the duty of broad-minded and generous Americans to interpret to the foreign-born the best there is in American life and history.

**F**OR example, The Inter-racial Council is at present helping to circulate information about America, its Constitution and its institutions in a series of advertisements in foreign language papers. It is believed that when the foreign-born knows what his constitutional rights are, he will be able to protect himself, and that when he realizes that our Constitution guarantees a government by the people, he will not be in a hurry to cast it aside for some new experiment in government. This material is circulated thru the foreign language press because it is then delivered to the people we want to reach in a language they understand. There are approximately 1,200 foreign language newspapers in this country and a large proportion of them are read by people who cannot read English. They form the class who are in the greatest need of Americanization, and the most logical way in which to tell them the truth about America is thru a press that they read regularly.

**S**O IT is part of the policy of The Inter-racial Council to resist all attempts to eliminate the foreign language press. The same people who think of every foreigner as a "Red" also think of every foreign language paper as a "seditious sheet." Now as a matter of fact only about one percent of the foreign language publications in America are radical and this is a smaller percentage than is found among our own press. On the other hand the loyalty of these American papers published in foreign languages was splendidly represented during the war when they helped stimulate enlistment, explained the draft laws and other war measures to their readers and furthered the War Loans, Red Cross and other patriotic movements by donating huge amounts of advertising space.

**W**HAT the foreign language press needs is closer contact with American affairs and American business in order to add to its usefulness to the nation. The Inter-racial Council is developing this contact in various ways. We use this press as a medium for display advertising to counteract Bolshevik teachings and to explain what America stands for. In co-operation with the American Association of Foreign Language Newspapers, we encourage commodity advertising in this press, believing that it is good for the immigrant to become acquainted with American products, and good for the publisher of foreign language papers to have business relations with American advertisers. Incidentally such advertising opens a new and extremely valuable market for the American manufacturer. The value of friendly relations between the American business man and the foreign language press cannot be over-estimated. It is a most effective instrument for developing respect and liking for American institutions among the foreign born.

**T**HRU the organization of committees of representative leaders of thirty racial groups in this country we are able to reach a great number of foreign born with the message of America. Our contact with these leaders serves two purposes, that of keeping us informed about the needs of the immigrant and of his contribution to America, and bringing to the immigrant himself a better understanding of our ideals and traditions. The membership of the racial organizations in the United States runs into many thousands and next to the foreign language press they are probably the most important channel of communication between Americans and the foreign born.

**T**HE Inter-racial Council also works thru the motion pictures, by co-operating with some of the leading producers and distributors in the United States in the production and distribution of films to carry the lessons of true Americanism. When we can make the motion picture inculcate the principle of loyalty to America, a tremendous influence is exerted.

**I**N promoting the assimilation of the immigrant it is not sufficient to address the foreign born exclusively. The native American must be taught to appreciate the value of these visitors from other lands and deal with them tactfully and considerately. As the main point of contact between Americans and the immigrant is in our great industrial plants where hundreds of thousands of foreign born workers are employed, a most important part of our service is to make analyses of the racial relations in the plants and to suggest to the employers the needs of the foreign born and how they can be met thru the organization of plant activities. As the employer understands the immigrant better, the latter will receive the same rights and privileges that the native born worker enjoys.

**W**E have developed a Speakers Bureau which sends clear-headed business men from plant to plant, delivering crisp talks on racial relations to executives and foremen. These are not theoretical utterances; but are practical straight-from-the-shoulder talks on how to avoid friction in the plant by scientific and human handling of the foreign born workers. Our speakers also talk before conventions of manufacturers and other business men, always carrying the same practical message.

**B**USINESS men and employers are also reached thru the trade publications, which are read not for recreation or the charm of their literary style; but for "brass tacks" information on bettering business and increasing profits. A large number of the editors of trade publications believe that the work we are doing is of just such service to their readers, and thru their columns we have carried the message of "a square deal for the immigrant worker" to many hundreds of employers.

**T**HRU the employers in turn we are able to reach the foreign born worker by means of the house organ or shop paper or other plant publicity. Every month we send out a clip sheet which is reprinted by such house organs as carry a constructive message. It may be a description of the chaotic conditions in the Old World taken from the foreign language press or from letters from over-seas which have the effect of discouraging the foreign born worker from throwing up his job and going back to the old country. It may be a paragraph telling of the opportunities in America or the advantages of learning our language, or buying a home in America or qualifying for citizenship; but in every case it is constructive and positive. Sometimes the point is clinched by a cartoon which illustrates a pertinent paragraph. This free service to house organs has been endorsed by a large number of plants.

**O**UR contributions to the newspapers and standard magazines throughout the country have all been along the same line of thought: a fairer valuation of the immigrant and equitable treatment of the individual, without race discrimination.

**A**S our immigration problem begins, not at Ellis Island; but on the other side of the water, we are trying to secure a revision of the immigration laws that will weed out the unfit and admit the desirable. This was one of the subjects discussed at the National Conference on Immigration called in New York April 1920 by The Inter-racial Council. In the Memorial and Resolutions passed at this conference.

are other constructive ideas which we hope will be acted upon by Congress. The most important measure is the proposed Federal Bureau of Assimilation, under which all Government dealings with the immigrant would be co-ordinated. At present some of the bureaux are working at cross purposes, and the proposed Board of Assimilation would avoid this difficulty besides providing adequate protection for the new-comer. It is also proposed to direct the immigrant to that part of the country where there is demand for the work he is fitted to do best, also to give him opportunities for education in our language and customs. A copy of the Memorial and Resolutions will be sent without charge to any one who is interested in the details of this project.

THE practical nature of this conference is indicated by the fact that it was composed of serious thinkers on immigration, such as leaders of the racial organizations, employers of foreign born labor, both industrial and agricultural, and a group of men of affairs who are of international importance. All concurred in the thought that the stability of American business and industries depends largely upon our judicious handling of the immigration problem.

THE fact that we will have more production and greater prosperity if we all pull together, instead of wasting our energy in racial prejudices and antagonisms is important, but far more important is the motive back of our effort. By bringing the various races in America into sympathetic contact with one another we hope to make all see and value the good qualities of the others. The immigrant brings us not only his strength, his industry and his thrift; but he brings us many cultural gifts that we have only to know to appreciate. The Americanization which we endeavor to promote is not the sort which would cast into one mould all the races which have found a resting place in this country. Our conception of Americanism means to retain the fine qualities of each race gathered here from every part of the globe and devote them to the service of our country, in peace as in war. Rotarians will need no further explanation of the broad principles of mutual help, sympathy and brotherhood, which we are endeavoring to promote among the many diverse races that constitute the American people.

—The Inter-racial Council of which William H. Barr is president, numbers among its officers and directors men high in the councils of the nation, all Americans and representative of every race and creed in the Republic.

## The Craze for Co-Operation

By Chesla C. Sherlock



WHEN I went to Minnesota to investigate the co-operative organizations in that State, I went with an open mind. The little prejudice I had was favorable to the idea, if it could be made to work. I went to Minnesota for the reason that co-operative organizations are most plentiful there—and I refer to farmers' co-operative concerns. Surely I would find, in a locality where such things are common, all the pros and cons that could be mustered on the subject. Business men had told me: "Do not be too enthusiastic. The co-operative idea is fine as a theory; but in actual practice it has the habit of blowing up with a loud bang when you least expect it. It isn't the fault of the idea; but the fault of the shareholders themselves. They seldom, if ever, get the right kind of managers. Inexperienced men in the business they are trying to conduct are usually placed in charge, sometimes a shareholder; then the thing sinks to an inevitable death."

THIS is all too true. The bleached bones of co-operative enterprises are strewn all over the mercantile sands. There is hardly a farming or small town community in the Middle West that does not have a local skeleton or two: but I did not go to Minnesota particularly to hunt for corpses, I went to hunt for successes. I found that there are at the present time more than 1800 co-operative ventures of all kinds in Minnesota, the shareholders of which are mostly farmers. There are over 500 co-operative live-stock shipping associations alone, and more than 75 per cent of all Minnesota live stock sent to market last year was handled by these local concerns. The Hutchinson association, which is the largest in the State, handled \$700,000 worth of live stock last year; the Glencoe association handles from \$6,000 to \$13,000 worth of live stock every week the year around. The Litchfield association, which is the pioneer organization in the State, has 500 members and it shipped \$550,000 worth of live stock last year.

A MAN in close touch with the situation says: "As a result of these co-operative efforts the local stock buyer, as a species, has become practically extinct. In a remarkably large number of instances these farmer

organizations have hired the local buyer as their manager and in the majority of instances the arrangement has been satisfactory. The story of one local is the story of them all. There is nothing romantic or sensational about their business operations. They simply return to the farmer the highest possible price for his product, a condition which, when honestly administered, is always satisfactory to the average producer." If one will take the trouble to strike an average between the usual amount of business done by these concerns, which is around \$500,000 annually—at least so far as I am able to determine in the many instances where local managers were interviewed—and multiply it by the number of associations in the States, a graphic idea of the volume of business done in one line alone is obtained.

BUT live stock shipping associations are not the only activity in which the farmers have interested themselves. They operate banks, grocery stores, creameries, produce companies, flour mills, packing plants, jobbing concerns, dry goods stores, hardware and implement stores, lumber yards,—in fact there is not a single form of legitimate business activity in which they have not put the co-operative idea to work.

GLENCOE, Minnesota, is hailed far and wide as the most successful center of co-operative enterprise. I had the pleasure of visiting Glencoe last winter. I found that it is indeed a "glowing example" of what may be accomplished by farmers organized to carry on business transactions. I found that every business enterprise in Glencoe directly affecting the farmer in a buying or selling way, with the exception of one bank, the lumber yard and a drug store, is owned and operated by a farmer's co-operative association. They have a live-stock shipping association, a poultry and produce concern, a creamery, a flour mill, a grain marketing association, a store, a bank, and while I do not know whether they have a hardware and implement store, I believe they have, as we will presently see.

IF I remember correctly, there are eighteen separate and distinct enterprises in which the farmers in the country immediately surrounding Glencoe have inter-



ested themselves. I was told by the managers of one of their associations that they try to cut out the "middle-man" on every single transaction, either going or coming. They buy their sugar in carload lots when they can get it, and distribute it among the members at the tracks at cost. They buy their farm machinery in the same way. When a man wants a manure spreader, he does not order it and pay freight on it as a single shipment; he either waits until other farmers want a similar implement, or he goes around in the community and gets enough orders to make up a carload and then they get wholesale prices, also a better freight rate. They buy their tankage in the same way, as well as other feed needed for their stock. Silos and the like, are ordered by the dozens and all set up at once. They even own and operate their own threshing outfit in order to cut out as much threshing expense as possible. I was up and down the business section of Glencoe many times. I didn't see a single automobile agency in that town. I suppose that they buy their automobiles by the carload, for it would be entirely fair to assume that they do. Dry goods is sold by the bolt, and if one purchaser happens to have more than he wants, it is distributed around among the neighbors. So it is with hats, shoes and other clothing. In short, the farmers of McLeod County, Minnesota, have learned the lesson of bunching purchases and sales and they are working it to a finish any way you turn. All mill products, from flour on down, are supplied by their own flour mill. Their cream is handled by their own creamery, which has lately moved into a new \$35,000 plant. The butter is shipt to a commission firm in Philadelphia. There are 425 patrons of this creamery, 400 of whom are stockholders.

THE live stock association has 180 members, and there would be more if there were enough shares of stock to let any more in. It was organized in 1911, "as the result of dissatisfaction in connection with old line houses," as the manager told me.

THE grain shipping association handled 100,000 bushels of wheat alone last year. When the farmer brings in his grain, he is paid for weight on the scales, and paid on the spot. No allowance is made for shrinkage, and this is what seems to appeal to them. When I asked John Albrecht, manager of the Glencoe Farmers Elevator how they happened to start in business, and also if the other elevator down the tracks was doing business, he replied: "No, this is the only elevator in Glencoe. We became dissatisfied with the way the former owner was doing business, so we built the little elevator down the tracks, and within six months we were able to buy this place at our own terms."

"In other words, you boycotted him?"

"Yes."

"Did you pursue the same methods in getting established in other lines?"

"Well, we usually offered to buy out the man we didn't like; if he wouldn't sell, then we went into competition with him and got in that way." I looked down the street and happened to see the lumber yard.

"Do you own the lumber yard down there?"

"No, that is owned by a chain yards company."

"How does it happen that you haven't gone into the lumber business?"

I thought that perhaps they had been afraid to "go into competition" with a company as financially powerful as this concern, which has a yard in almost every town in central Minnesota.

"Oh, he was always disposed to be fair with us, so we decided to let him alone!" That is the reason he

expressed, but I still have my doubts! I then asked Mr. Albrecht what motive was behind this desire to stifle competition on every hand wherever possible, and likewise to stifle community development in the way that they had. He looked at me in blank amazement. He objected to my insinuation that they had stifled community development.

"Glencoe is as good as it ever was," he said. "I object to you saying that we have done that."

"Is it better than 'it ever was'?" I asked.

"Well, it's good enough for us," was the noncommittal reply.

What are the facts? There is an air of stagnation, of languid inactivity which is apparent to the stranger the minute he steps from the train. Glencoe seems to be one of those many towns which are losing their grip on life. It is on the greased chute.

THE census ten years ago gave Glencoe a population of 1,700 souls. Glencoe will have to hustle to show 800 today. And in point of community development it will have to wake up good and plenty to show even as much development as the average Iowa town of 800 population. I mention Iowa for the reason that no Iowa town has the co-operative concerns that Glencoe has. There are no paved streets in Glencoe. Yet Glencoe is the county seat of McLeod County. It is just three counties west of Minneapolis, and in the heart of the best farming country of Minnesota. It has as much wealth and as many resources as any Iowa county-seat town to draw upon, but it has kept its wealth to itself. You can't find a county-seat town in Iowa that has less than 1,800 population and paved streets. Most of them have electric lights, city water, and many of them have gas to boot.

ONE of the surest evidences of ill-health on the part of a town is the hotel. The hotel in Glencoe is a mammoth structure, once a fine house and it will accommodate at least fifty transients without trouble. It rarely accommodates more than five patrons a day. The day I arrived in Glencoe, I was the only person to stop at the hotel. I ate in a mammoth dining room, which would easily accommodate 100 people, with a young doctor. We were the only "guests." I heard the wife of the proprietor complaining because "all the train is good for is to take people out of town!" The local banker is afraid of his life. He simply refused to say a word about co-operative concerns. When I brought up the subject, he smiled and asked me how I liked the snow storm. I tried to get some information out of him again a little later, and he politely invited me to use the 'phone at his desk and call up Wm. P. Myers, a farmer, who is one of the most prominent stockholders in the co-operative venture. Mr. Myers could give me all the information I desired.

TWO or three hours later, after I had talked to John Albrecht down at the Farmer's Elevator, I noticed a sign hanging over an old store building. It said: "Glencoe Farmer's Co-Operative Bank." After I read that sign I began to understand why my banker up the street had been so wary. There was evidently a fight on between the two for the banking control of the community; if there was not, then the banker feared that there would be on the slightest pretext.

I AM not making a preachment either pro or con on this subject. I am merely setting out what I saw in one community in Minnesota. I might mention many others, but as my friend quoted above said: "The story of one local is the story of them all." Not all co-operative concerns have succeeded in the past. There is an



objection to them on that score; but it seems to me that in the nature of events, when they do meet that financial success which is the yard-stick we all use, they have in fact made a big failure because they suck the life-blood out of community development and stop the hands of the clock of progress so far as the community is concerned. People have a right to co-operate for their mutual advantage, provided there is going to be an adequate advantage in the transaction. But do they count the cost? Do they see into the future and understand what they are going to do to themselves, even if they do meet the measure of financial success they crave?

**U**NDER the law, it is impossible to tax businesses co-operatively conducted. Just why such a statute should have the universal application it has, is impossible of understanding, unless it is another of the vote-catching statutes enacted long ago before the full effect was noted. The farmers of Glencoe are doing seventeen or eighteen different forms of legitimate business and the profits which they make or keep cannot be reached thru the medium of taxes. The community gets no benefit out of the business done in it. Given an equal number of business men in the same enterprises and there would be taxes available to the community upon the property they own and the business they do, which would enable the whole community to enjoy advantages they do not enjoy now. They might have paved streets, electric lights, city water and the other little conveniences so common to small towns that are "awake." In addition, those in the community not holding a membership card in these organizations would have the advantage of competition. And the farmers' wives who want a new dress would not have to take a dress off the same bolt of goods that every other

farmer's wife in the countryside has used for a similar purpose. Instead of the community being clothed a la army style, in uniforms more or less, there would be individuality in dress.

**B**UT that is not all. If Glencoe, or any other community so bound up by co-operative enterprises, had an equal number of business men at the head of the local businesses they would naturally be wide-awake and interested in community progress. They would want to improve their town because it would make business conditions better. Glencoe loses all this in her anxiety to save the nickels and dimes. The craze to co-operate is spreading all over the farming communities of the Middle West at the present time, due to the publicity which has been given these ventures in Minnesota, South Dakota and Wisconsin. The farmers are anxious to organize and take things into their own hands because somewhere there lurks that old feeling that they are the small end of the horn.

**I** WONDER if they know what they are about to do. They stand in danger of two evil results: failure in the first instance, because they select the wrong men to manage their enterprises; and in the second, and to my mind the far more important instance, they stand in danger of committing community suicide from a development standpoint. And that is what has hurt small town communities for the past fifty years. The farmer has refused to support the local business enterprises, and has concentrated his purchasing power elsewhere. Now he is swinging to the other extreme. He is going to concentrate his purchasing power in his own hands. And in doing that, he is getting nearer Socialism than he has ever been before.

## No War—But Some Spending

By R. R. Smith, Government Director, Eighth Federal Reserve District,  
Treasury Department



**T**HE consequences of war may be as serious as war itself. Our typical American is not given to crossing a bridge before reaching it. Our present economic difficulty will not impress itself heavily upon him until it actually gives him a solar-plexus blow. Two widely different views exist as to what our present malady may be and as to the proper remedy. Men are inclined to look at conditions thru their own business glasses. The bankers of the country hold one view of the current economic difficulty and men in retail, wholesale and production lines, hold an almost opposite view. The latter group reasons that business is good. Selling at good prices continues. Prospects point toward continued buying. The people are still competing with one another to get the goods the merchant offers. Why shouldn't he take a hopeful view? The merchant knows the dollar of yesterday is a crippled dollar today; but he asks and gets many more of them. Profits are better. He talks and sees continued buying, good times, much work, more users of commodities and no hesitancy on the part of the people to pay the price. Why shouldn't conditions seem satisfactory?

**T**HE only thing to jar him is a visit from his banker, who says when they talk things over, "We will have to call in all or part of your loans when due." The merchant wonders why when business and profits are

good, his banker shouldn't encourage rather than hamper him. Let's take the banker's angle. He is a better student of economic conditions. He deals in a commodity called "money" and that commodity never was so unsettled in his experience. Uncertainty makes him cautious: he draws in as fast as he can without disturbing conditions in his community—but—he draws in. He now has the policy of reducing all loans and of making no new loans except for purposes of carrying on trade. To the banker, conditions do not look rosy. Multiply his view by 73,471 (*Dun's Report, 1919*) and you have the banking situation in the United States in varying degrees according to locality. Multiply the merchant by 1,971,990 (*Dun's Report, 1919*) and you have the situation with his group, also depending upon geography. Almost universally speaking, the merchant wants to expand, the banker wants to contract. Sooner or later, the business man must accept the banker's viewpoint.

**O**UR National Debt presents a queer psychology. The business man who borrows money to operate his business has definitely in mind his obligation to return it. As a Nation, we have approximately \$25,000,000,000 of obligations and the individuals who have under-written the obligation in the form of Liberty Bonds seem to feel little responsibility. This is proven by the attitude of so many persons toward their bonds. During the war, we patriotically purchased a \$50 bond, which at the time, we had no intention of selling. When the war was over, a \$50 bond in the hands of about one and a quarter

million persons lookt like spending money. The fact that it might only represent \$44 in cash did not stop the exchange. We wanted the money: let some one else carry the loan. The dumping of this mass of small and larger bonds, by about  $\frac{1}{16}$  of the bondholders on the market, was the first and immediate cause for depreciation. Anyone understanding the law of supply and demand, can readily appreciate this situation. The bonds acted like any other commodity would under the same circumstances. They went down. Many people complained that the rate of the bonds should have been higher; that if the rate had been higher, people would have held their bonds and the bonds would not have depreciated. If the rate had been higher the taxpayers would have had to pay more and the bond-holder would have had more money to spend. More paid in, more paid out—mostly in form of credit. Inflation is heavy enough now. Nothing would have been gained. An immense volume of Liberty Bonds have been thrown on the market. Ordinarily, big capital would have taken up the bonds at rates above 4%. The dumping, however, was in such immense volumes that capital could not absorb it as fast as bonds were offered, and prices went down.

**T**HERE is plenty of money in the country for the purpose of business operation; but not enough to take care of present and future needs of business, in permanent improvement and trade expansion, and at the same time pay off the public debt. There is but one source thru which funds can be raised for the payment of the National debt and take care of business and industrial expansion at the same time. That source is savings. Wealth is created only out of savings.

**W**ITH our present extravagant tendencies, the country is not saving a proper portion of its income, and until it does save a proper portion and invests the savings where they will either absorb the Government securities now being offered on the market or be used for the extension of new business, high prices, inflation and low priced bonds will continue to be among our foremost economic problems. As an illustration of the tendencies of our people toward extravagance, the Treasury Department estimates that 21 billion dollars is spent annually for luxuries. If the American people would cut out these non-essentials for one year, the war debt could practically be wiped out.

**S**O much has been said about increast production, that anything I might add would seem superfluous. In general lines of commodities, it seems that production can scarcely keep ahead of the demand. According to the law of supply and demand this will put prices higher.

We can hardly look for lower prices until greater quantities of materials are produced. Capital for expansion has been denied until part of the present inflation is reduced. Capital being denied, industries ask how they can be expected to produce more goods if capital with which to do it is not available. As stated before, new capital only comes from one source, that is, savings. Production can be increast only if we can secure more capital to be used in industry.

**T**HE leading capitalist of today is the man who earns a daily wage. When we consider that the wage-earner is receiving approximately 70% of the total income of the country, it becomes obvious the wage earner is the individual who must be thrifty in order that the country may progress. Many groups of wage-earners look with a degree of suspicion on appeals to be thrifty. They feel when they are thrifty and save, capital will consider that too much money is being paid and will cut down wages. The thrift idea sells to the industrial worker very slowly, and once having been sold, must be kept sold, because of the constant tendency to slip into spending ways in times of what seem to be easy money. An earner or worker is a capitalist when he becomes an owner of something, be it bonds or homes. Owners become savers, thus producing capital for industry and expansion. To get an employee to take this view-point is a slow process. He must be shown the way gradually. The wage-earner must be shown that thrift does not mean niggardliness; but proper spending of money so that it will bring the greatest return: that there should be a margin between income and expenditure and that this margin properly invested will bring independence ultimately to the investor.

**T**HE problem of increasing actual capital and reducing inflation, then, seems to be the foremost of our problems. The increase in capital will come when the individuals who receive the 70% of the Nation's total income, spend wisely and save. The other phase, reduction of inflation, is a matter for the banking fraternity to handle. The consequences of war need not be more serious than they are today. The situation will begin to improve when business men take it upon themselves as individuals and groups to see that their own communities enter more seriously into production, and the practice of good old fashioned thrift comes again into more general use. The Rotary Clubs of America have an unparalleled opportunity to put into practice "He profits most who serves best" in connection with the present economic situation. The profits are bound to come with prosperity if the country can be induced to work and save.

## A Song of Laughter

**T**HE stars with their laughter are shaken;  
The long waves laugh at sea;  
And the little Imp of Laughter  
Laughs in the soul of me.

I know the guffaw of a tempest,  
The mirth of a blossom and bud—  
But I laugh when I think of Cuchulain who laughed  
At the crows with their bills in his blood.

The mother laughs low at her baby,  
The bridegroom with joy in his bride—  
And I think that Christ laughed when they took Him with staves  
On the night before He died.

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**T**EN BILLION DOLLARS is a vast sum of money. Its vastness staggers the imagination. It would pay the normal expenses of the American Government for a decade. Some time ago data were published, indicating that the bond issues emitted by the various European governments on account of the war aggregated forty billion dollars. This is a fair gauge of the war's waste. Yet this sum represents only what is wasted every four years in America. Ten billion dollars represents the annual waste of natural resources in the United States, which waste is, in part, preventable. Recklessness, carelessness and a lack of information, are contributing factors which help to produce this enormous loss. In a single oil field in Oklahoma, \$75,000 worth of natural gas is wasted daily while the operators are obtaining an output of less than 20,000 barrels of oil, valued at approximately \$20,000. This means a yearly waste of natural gas, valued at approximately \$25,000,000, in one oil-producing section alone. It has been estimated that there is a waste of a billion cubic feet of natural gas daily. This is considered the most perfect of all fuels, and is enough to supply every city of more than 100,000 population in the United States. It is not only possible to conserve this gas, but it is also possible to manage the wells so that they can furnish oil without allowing the gas to escape. The main purpose of the producer is to get the oil and let the gas escape.

**T**HE sediment borne to oceans by the rivers of America amounts to millions of tons annually, a large proportion of which could be saved by the adoption of proper methods of conservation. From every square mile drained by the Mississippi 86 tons of salts are deposited annually in the Gulf of Mexico. The average outflow of the river is placed at 664,000 cubic feet per second, and from the analysis of this water the amount of material in solution transported by the Mississippi has been calculated. It reaches the enormous quantity of 108,432,000 tons per year. The amount of sediment carried by the Mississippi in addition to these salts is enormous. The quantity delivered annually to the Gulf of Mexico is 812,500,000,000 pounds, or about 408,000,000 tons. The average discharge of silt and mud per year by the Colorado River amounts to 378,000,000 tons. In addition to the suspended solid matter carried by this river, there are also enormous quantities of dissolved substances transported into the sea. These dissolved salts are 4,550,000 tons of common salt, 3,740,000 tons of Glauber's salt, 4,000,000 tons of gypsum and 4,800,000 tons of magnesium sulphate or Epsom salts, making a total of 19,490,000 tons of dissolved matter carried into the Gulf of California by this river. In spite of this enormous amount of dissolved matter, the Colorado River is not considered to be a stream of high mineralization for the Western section of the country. The concentration of salts in the Elm Fork of the Red River in Oklahoma, is far more than that in the Colorado. This particular river annually discharges 1,300,000 tons of common salt, which is equal to 1,680 tons per square mile of area drained, while the discharge of salt from the Colorado is 20 tons per square mile. The total amount of salt annually carried away by

the Elm Fork is 2,389,000 tons. It must be borne in mind, however, that these quantities, vast as they are, represent only a fraction of the total matter transported. The mud, sand, silt and products of rock decomposition are deposited along the entire course of the river. This enormous waste is not all that water causes. Seven hundred and thirty-eight million dollars annually are lost thru floods, freshets and soil erosions, which could be prevented by proper engineering and proper methods of cultivating the soil. But the rivers, floods and freshets do not cause all the waste. The inconsistency and wastefulness of man is the cause of the loss of other millions.

**A**MERICA produces nearly a million and a half tons of flax straw annually, burns practically all of it in the fields, and then imports large quantities of flax waste from foreign countries to use in paper and fiber manufacture. The use of the flax straw now thrown away would contribute an additional \$5,000,000 to the farmers each year. The domestic supply is sufficient to make a quantity of paper equal to all of the wrapping paper produced in the United States annually, or more than twice the letter paper. One of the chief reasons why the straw of flax is wasted is that the crop is raised primarily for the seed from which linseed oil is made. Since the profit has lain in the seed these have been threshed out and the stalks looked upon as worthless. If, however, the domestic stalks were used for paper-making instead of the foreign ones, the farmer would actually be making approximately an additional dollar for every six made on seed, and one more large item in the country's dependence on foreign products would be eliminated.

**T**AKE the lumber business as another example of man's prodigality and waste. Only 320 feet of lumber is used for each 1,000 feet that stands in the forest. Waste in logging is calculated at from 15 to 20 per cent of the timber cut, or a billion and a half cubic feet of wood each year, while the waste in lumber manufacture is calculated at several billion feet. The lumber industry pays very little attention to the needle oil industry which is well established in a number of European countries, where the leaves from various conifers are used as raw material. In the United States, however, the oil in the past has been extracted almost exclusively from spruce and hemlock, the industry being confined chiefly to New England, where it is carried on in a small way as a side issue by farmers during the slack period of their ordinary activities. The Forest Service has proved by experiments that the oil may be profitably extracted from various other American conifers, especially southern long-leaf pine and western yellow pine. Much of the needle oil now produced in New England is used in the manufacture of shoe polish. In Europe large amounts of the oil are used in making soap and perfumery and as deodorants in hospitals, and it would be profitable to develop the industry along the same lines in the United States. In throwing away the needles from felled conifers the lumber industry is wasting other valuable materials in addition to the needle oil. It has been found that if the needles are crushed instead of chipped before being distilled excellent fiber can be secured from the residue. This has been used in upholstery, as a substitute for hair in making wall plaster and for weaving into matting and



other products. It is even stated that the finest of the "vegetable hair" makes excellent surgical dressings. If for no other reason than the important one of contributing to fire protection of the national forests it is to be hoped that capital may be interested in making some of the many possible products from this long-overlooked raw material.

**A**T least 10 per cent of the poultry and eggs produced in America never reach the consumer at all, but go to the dumps, the crematory, or some other place not meant for foodstuffs. If we estimate the value of the poultry and egg industry at \$750,000,000 to the consumer, which is not below the actual value, loss from waste would be \$75,000,000. About \$250,000,000 could be assigned to the value of the poultry and about \$500,000,000 to eggs, and we, therefore, would have a loss of \$50,000,000 on eggs alone. Six hundred and fifty-nine million dollars a year is lost in growing crops, fruit trees and grain in storage by noxious insects whose multiplication can be prevented. Two hundred and sixty-seven million dollars a year is lost thru attacks of flies, ticks and other insects on animal life. One hundred million dollars a year is lost in live stock and crops by rats, mice, and other predatory animals. Ninety-three million dollars per year is lost in live stock due to disease, of which a large part is chargeable to Texas fever. Germany has a system for drying potatoes to prevent rot. If that process were used in the United States there would be saved twenty-five million dollars, which represents the value of the potato crop lost thru rot. This same country utilizes the leaves of the potato and other plants, which is a source of profit. By not doing the same thing in this country, our farmers lose twenty million dollars annually.

**B**UT enormous waste is not confined to the instances just enumerated. Seven hundred and seventy-two million dollars annually is lost from incomes due to industrial diseases; that is, diseases which attack workers on account of their employment in insanitary conditions under which the work is carried on. One and one-half billion dollars a year is wasted thru loss of life and illness to industrial and other workers thru preventable diseases, accidents and carelessness. Two hundred and fifty million dollars a year is wasted in fire losses of inflammable buildings and other structures, and four hundred million dollars a year is lost in city water supply used for fire fighting, fire department charges and in distribution charges, all of which makes the losses per capita in this country ten times that of European countries. Vast land resources of great value are

wasted by failure to drain swamps and overflowed areas, and it is estimated that six hundred million dollars a year is lost for failure to utilize water power now wasted. The United States Government and many large manufacturing concerns have recognized the necessity of doing something to stop or lessen the great waste which occurs annually in this country. Many successful attempts to utilize waste material have been and are now being made. Numerous important manufactured products which we find common today, were once let go to waste, as unutilized by-products of some factory or business. Gasoline was only a few years ago a by-product which was a burden on the hands of the refiners of kerosene, who dumped it into the streams until prevented by law from doing so. Blast furnaces used to blow away thousands of tons of valuable material yearly. This flue dust is blown by blast furnaces into the flues by the fierce blast necessary to generate the heat to manufacture pig iron, and is composed of iron ore, limestone, coke, etc., in fact, the same ingredients as make the iron. Hitherto, altho thousands of tons of this have been available and known to be of value, it has been a waste product and dumped in great heaps owing to the difficulty of compressing it without a binder, but there was recently discovered a process of briquetting it, and the result is that the discovery is worth approximately \$12,000,000 yearly, as merchantable iron is now being made from such dust. The dust occurring in cement mills has been found to be rich in potash of a quality which makes it available as fertilizer. And now some of the most progressive mills are saving the dust and making money out of it. Because of the value of this dust it will now pay to use certain grades of raw material in the manufacture of cement which formerly cost more to handle than the product was worth.

**T**HE Government is reclaiming large waste in lumber. At its laboratory in Wisconsin it is making baking powder from sawdust and converting lumber waste into valuable articles of commerce. Some of the lines along which it is working are the improvement of present methods of conversion of mill waste into artificial silk, America's product of sawdust silk socks being valued at \$5,500,000 in 1915. They are turning sawmill waste into binding twine, rope woven furniture of the woven willow type, milk bottles and woven matting rugs. This is only a beginning, but it shows the trend of the times. As civilization advances and the country becomes more congested, not only the Government, but private concerns, will conduct various experiments with the view of arresting and utilizing the waste which now mounts to such staggering proportions.

### More Snapshots From Atlantic City



Here we have, left to right, Bert Adams, Immediate Past President, I. A. of R. C.; Roger Motten, new Secretary, I. A. of R. C., in charge of the Department of Co-operation with Clubs; B. F. Scribner of Pueblo, Colo., Governor of the 21st District, and John Napier Dyer of Vincennes, Indiana.

# How Red Propaganda Works

By Ivy L. Lee



**A**MONG the employees of most shops in the United States, among railroad men and other workers, there is in daily, hourly circulation, a mass of revolutionary propaganda. In the belief that few employers see this literature or know to what extent it is reaching the workers, this summary is made of a series of pamphlets distributed to employees in a Brooklyn shop. There are said to be above 3,500,000 members of labor organizations. Their meetings are frequent and well attended. Only in rare instances is there anything of a seditious nature in the proceedings. But for the past six months or more, outside and inside workers have been handing to each attendant at labor meetings the pamphlets described here and others of similar nature. The same literature is distributed in the shop and in the workers' homes. The extracts here reprinted have been taken from a series used to promote the movement which it was hoped would result in the stoppage of all work on May first.

**T**HE first pamphlet the worker received was a sheet addressed to his particular industry, and in that there is found the preamble of the Industrial Workers of the World. This gives the foundation upon which the structure is built. It declares:

**"The working class and the employing class have nothing in common.**

**Between these two classes a struggle must go on until the Workers of the World organize as a class to take possession of the earth and the machinery of production, and abolish the wage system.**

**Instead of the conservative motto, 'A fair day's wage for a fair day's work,' we must inscribe on our banner the revolutionary watchword, 'Abolition of the wage system.'**"

The idea expressed in this preamble is intended slowly to seep into the minds of the workman—to bring before him a vision of the elimination of all bosses, direct participation in all the proceeds, and to some of the workmen who have no knowledge whatever of manufacturing and merchandising a commodity, it doubtless appeals as a simple solution of all industrial troubles. The attempt is made to lead the worker to believe that labor is the only ingredient or at least the only important ingredient in any production, and if such is the case why should he not take all of the benefits to be derived from labor?

**H**E then receives another pamphlet in which in large type these expressions appear:

**"VALUE OF INDUSTRIAL ACTION."**

**"WE CANNOT SUCCESSFULLY MEET THE WELL ORGANIZED EMPLOYERS WITH THE ANTIQUATED TRADE UNION METHODS."**

**"UNITED INDUSTRIAL ACTION under which an INJURY TO ONE MEANS AN INJURY TO ALL."**

**"ALL POWER TO THE RANK AND FILE."**

He begins to appreciate the value of United Industrial action. His mind is expected to travel along this path

until it shall suddenly dawn on him that here is a powerful agency that can dictate to the world if the system can only be perfected.

**T**HE following week he gets a leaflet in which the foregoing sentiments are emphasized and a new thought is added.

**"REVOLT, SECESSION AND REORGANIZATION are in progress."**

**"Do you desire to see forces of the workmen scattered or do you wish to see ONE GRAND UNION for all the workers?"**

**"There is one enemy to the working class—the Industrial Barons, the exploiters. There is room for ONLY ONE INDUSTRIAL UNION."**

**"Act Together—Unite Together. We will stand Together and Fight Together for the Day of Industrial Freedom."**

The workman may have been contemptuous in the beginning, but the constant application of these ideas is likely to obtain a certain hold on him. The cost of living is pinching him and if he was not dissatisfied in the beginning perhaps now he begins to feel that there is injustice in it all.

**L**EAFLET No. 4 is placed in his hands. In large type it says:

**"REAL WAGES ARE BEING REDUCED, OWING TO THE LESSENER PURCHASING POWER OF MONEY. YOUR STANDARD OF LIVING IS BEING DAILY LOWERED BY THE FACT THAT YOUR WAGES ARE NOT KEEPING PACE WITH SOARING PRICES."**

He is told in the same pamphlet that this can be corrected only by an organization aiming steadily at the complete overthrow of the capitalist wage system, and formed in such a way that all its members in any one industry, or in all industries if necessary, cease work whenever a strike or lockout is in effect in any department, thus making an injury to one an injury to all. He is told to study the plan of the Workers' International Industrial Union. This organization is plotted for him on a chart as follows:

**T**HE Head Body is known as the International Bureau of the Workers' International Industrial Union. It is divided into the American, Australian and British Administration, etc. Underneath this group comes the General organization of the American Branch; below that comes the Department of Industries; below that appears the National Industrial Union of each industry; and sub-divided from that comes the local Industrial Union to which the workman belongs. In passing it should be noted that the actual power of the executive head of this institution is not the American Organization, but the International Bureau, probably located in Russia. The same literature was given to workers in many of the industries in New York and the pamphlet entitled "STRIKE!" is significant in that it was used not



only with the switchmen, machinists, dock workers, miners, but it has been freely distributed at all kinds of labor meetings.

"They are all striking—railwaymen, machinists, dock workers, miners, elevator runners. They have tied up transportation and crippled industry. They are showing the bosses what they can do when they stick together."

In this sheet the American Federation of Labor is attacked. "For years the leaders from Sam Gompers down have played a slick game by splitting the unions into as many parts as they could. This has given them a hold on the unions, given more jobs to the union politicians, and given the bosses a whip over the workers who could never strike together."

"Put an end to the capitalist system and the capitalist government. Form Shop Committees and Workers' Councils for agitating and organizing. Establish industrial unions in the different industries and join them into ONE BIG REVOLUTIONARY UNION OF ALL THE WORKERS to fight the Bosses and their Government."

The workman's mind is carried another step forward. He is taken away from his old union. He has been told that the old union is working with the bosses and he can expect no relief, and is assured that the Revolutionary Union composed of all the workmen, will have strength enough to fight not only the bosses and other unions, but will be actually strong enough to fight the United States Government. The worker is not told that his quarrel is with the Government until his mind has been fully prepared for it, so that it does not come with the same shock that it would have come if he had been told this in the beginning.

PRIOR to the first of May he was handed various pamphlets urging him to stop work on that date. The pamphlets read:

"If you would have it that Labor shall come into its own;"

"If you would have it that Labor shall be master of its own life;"

"If you would have it that Labor shall be free from wage slavery;"

"If you would have it that Labor shall triumph over Capitalism;"

"THEN SHOW IT BY UNITED ACTION—Let every worker stop work on May first and declare his solidarity by celebrating the International Labor Day."

The striking thing about the final document in this series is the direct connection established between the Industrial Workers and the Communist Labor Party of Russia. This is the connecting link—the first document to come out clearly and openly with the thought that the ONE BIG UNION is the same organization as the Communist Labor Party and the Russian Bolsheviks. Up to this point there has been no reference to Russia as a source of inspiration to labor. But now we are told that:

"The sun of Communism is rising in the east.  
"From Russia its invigorating rays are awakening the Proletariat of the world.

"The revolutionary advance guard of the Proletariat calls upon the workers everywhere to break the bondage of economic and political slavery and demonstrate for the cause of real freedom.

"Finding the capitalist governments in conspiracy to crush the Workers' Republic of Russia, it becomes our task and duty to direct our demonstration on May first against this murderous conspiracy."

All Power to the Workers.  
All Industries to the Workers.  
Long live the Social Revolution.

COMMUNIST LABOR PARTY.

There is only one method of combating the influence here exerted, and that is education. The man who works with his hands is not different from the rest of us. He may have less education, but he is human, his problems are just as important to him, and he responds just as quickly to reasoning and influences that he understands. The average workman cannot avoid this propaganda. It is being fed to him constantly and from all angles. The economic conditions are such that discontent is general, and this is the only method of relief that he has been told about by those who speak his own language. The counter-revolutionary propaganda must be as easily understood. It must be based upon fact and fair dealing. Lacking effective opposition to the effort here illustrated, the ground it has already gained will be steadily extended.

—R—

### New Nolanisms

By Preston M. Nolan

ALL the masters start as workmen. Energy and training will carry a man as far up the commercial ladder as the notch mark by ability and ambition.

The fellow who feels he has a good permanent job has already settled the matter to the satisfaction of all concerned.

Grumbling raises no man's salary.

Few desirable jobs come to the untrained man.

There's always room at the top for the man that belongs there.

He who feels the need of big words to convey his meaning has but small meaning to convey.

Permit no traitor among your faculties; all should stand at attention at the word of command.

One unguarded temperamental weakness may bring ruin to a whole life structure.

The balanced mentality is golden.

Commerce knows no sympathy for the quitter.

The greatest fortune a man can possess is a sound body, a clear head, and a clean conscience.

Mental resources but multiply with their expenditure.

—R—

### How An Editor Got Rich

A MAN tells of an editor who started poor twenty years ago and has retired with the comfortable fortune of \$50,000. This money was acquired thru industry, economy, conscientious efforts to give full value, indomitable perseverance, and the death of an uncle who left the editor \$49,999.50.—*Rotary Reminder.*



## Rotary On the High Seas



**T**HE launching of the S.S. "Rotarian" at Tacoma, Washington, June 17, 1920, under the auspices of the Rotary Club of Tacoma, Mrs. Horace Whitacre, sponsor. The "Rotarian" has been assigned to Swayne and Hoyte of San Francisco to be placed on the regular run between Puget Sound and South American ports. She left on her maiden trip to Montevideo and Buenos Aires in July. The bronze plaque in the upper left-hand corner of the illustration was presented to the ship by the Rotary Club of Tacoma and will be bolted to the front of the pilot house where it will remain as long as the good ship is afloat. The "Rotarian" was built for the United States Shipping Board by the Todd Drydock and Construction Corporation. Her dimensions are: capacity, 7,700 tons deadweight; length over all, 396 feet; perpendiculars, 380 feet; beam, 53 feet; depth, 29 feet 4 inches; draft, 23 feet 8 inches; 2,500 I. H. P. triple expansion engines; oil fuel; speed, 10½ knots, loaded.

## How To Treat Your Town

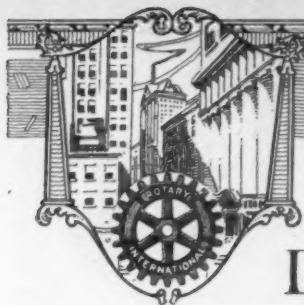
**P**RAISE it.  
Improve it.  
Talk about it.  
Trade at home.  
Be public-spirited.  
Take a home pride in it.  
Tell of its natural advantages.  
Remember it is your home.  
Tell of its business men.  
Trade and induce others to trade here.

When strangers come to town use them well.  
Don't call your best citizens frauds and imposters.  
Support your local institutions that benefit your town.  
Look ahead of self when all the town is to be considered.

Help the public officers to do the most good for the most people.

Don't advertise in the local paper "to help the editor," but advertise to help yourself.

—Arkansas Thomas Cat.



# ROTARIAN

## International Good Roads

**D**URING the past month hundreds of American motorists joined with hundreds of Canadian motorists for a joint International Motor Tour over one thousand three hundred and fifty-nine miles of road in Michigan and Ontario. Receptions and ovations were in order along the entire route. It is believed that it has stimulated activity and good road building on both sides of the line and otherwise has done much to cement cordial relations between the United States and Canada.

\* \* \*

## The Higher The Fewer

**N**O matter how materialistic one may be; no matter how much attacht to neoisms and a contempt for historic theology, the fact remains that original sin is the most obvious thing in human experience. Humanity's tendency downward when left to itself is an unanswerable problem to anyone who believes that man evolved himself from a bewildered ape. Charles the Hammer, who hurled back the forces of Islam at Tours and saved Western Europe to be the cradle of the greatest civilization the world has known, was inspired to a smashing victory not by that vague pseudo-scientific cure-all, "economic necessity," but by a very real thing—the Cross. For Christendom is not nearly so great because of what it has accomlisht as for what it tries to be and so commonly fails to be—Christlike. Because of that ideal, Christendom is still in the minority and brutality reigns among uncounted hundreds of millions. The higher the ideal, the more difficult it is to make men strive for it. Man has not evolved from an ape; the ever present danger is that he may devolve into one.

\* \* \*

## Strike Up the Band!

**O**NE fears for the eternal salvation of the austere freak who doesn't love a brass band. The pseudo-godly like the poor are with us always, and in these latter days very much so. The concentrated quintessence of pseudo-godliness is the poseur who hates color and light and laughter not so much because he believes them to be in some vague manner emanations from the Evil One, but because it naturally pains him to see people having a good time. Perhaps you think, "There ain't no such animal." Look around you and you will find the blue-nosed advocate of the solemnly inane at work. Follow his trail and you will find that suppression of natural human joyousness results sooner or later in the viciousness of natural energies let loose in a spirit of rebellion. Strike up the band! Let's dance and sing as well as work. God does not ask us to be a race of drabs. The glorious colorfulness

of His own handiwork on Earth and thruout the Heavens is proof enough of that. Hell is full of pessimists; laughter is a gift of God.

\* \* \*

## Citizenship Training

**A**MERICANS admit they are the most lawless of any civilized people in the world. Per million of population the United States has ten times as many murders as Switzerland. The Swiss Republic has a military training system for its citizens. Judges, lawyers, prison wardens and other authorities agree that universal training in the United States would reduce crime at least fifty per cent. The United States is going to adopt a training system but in characteristic American style it is going to be the finest and best training system in the world. Military training will be only a part of the course. The basic training will be in understanding and respecting the laws of the country together with a practical demonstration of the duties and obligations of citizenship. For those that want them there will be courses in agriculture, industrial chemistry, engineering, construction, etc., so that every lad shall have the opportunity to get fundamental information at least, regarding the vocation to which he may be attracted. The graduates of Universal Training will be better citizens, better able to produce for the common wealth, and better able to protect the commonwealth.

\* \* \*

## Americanism

**T**HE problem of assimilating the many nations and tribes which have come to live within the territorial confines of the United States is one of general interest. The experiment is one well worth watching for its own sake. There has been for many years a Puritan tradition in the country which, in true Puritan style, demanded that all coming to these shores must conform to an intensely localized idea of doing things or be anathema. This attitude is as unfair to the country as it is to the immigrant. The Puritans had stern, strong qualities which made good building stone for the Nation: but they were human. They had their weaknesses. There were qualities that they lackt. Real Americanism is the assimilation of all the good qualities of the Western European races into one ethnic group. This group should have the orderliness of the Englishman; the industry of the Scot; the wit of the Irishman; the brilliancy of the Frank; the logic of the Italian; the idealism of the Spaniard; the patience of the Scandinavian and the Teuton's genius for detail. All together they represent everything that has made the Western European supreme in the world of thought and action. Opposed to this group are some ten million negroes lying like a lump of lead in the body politic—a hopelessly undigestible mass—and a thick scattering of Orientals



# EDITORIALS



on the Pacific Coast equally undigestible. The problem is interesting. To get the best out of each of the European races in the welding;—then the question of the black and yellow. Who will give the answer?

\* \* \*

## *Weakness*

**A**N Emperor of the Romans tried to buy off the Gothic hordes that invaded the territories of Constantinople. The Goths took his gold and realizing that there must be much more where it came from, attacked the imperial forces in the hope of getting to the capital with all its wealth. In the resultant battle, the Emperor and his army were annihilated. Conditions in Europe at this moment are parallel. Hordes of armed barbarians from the East are at the boundaries of Christendom and there is treachery in our midst. Instead of weeding out traitors and fighting the growing menace, we are trying to buy off the Muscovite fanatics; to hold them by that means from invading rich countries. It remains to be seen what will happen; but already with their armies are Chinese foot and horse, and in the countries whence these Chinese have been drawn to fight the West, are hundreds of millions of potential soldiers to whom the prospect of rich loot would be a pleasing thought in their swarming poverty.

\* \* \*

## *Bolshevism*

**R**OTARY is opposed to Bolshevism. Rotary is just as much opposed to tyranny by the proletariat as it is to tyranny by an autocrat. It believes in co-operation, not coercion. It inculcates a comradeship among men which is based on the loving kindness of Christ; not on the mob hatred that crucified Him. Rotary believes that the ills of the world cannot be cured entirely by economic reforms; because Rotary recognizes the spiritual quality in men and realizes that their true equality may be only found thru it. There are always faddists who run after any new thing, good or bad. These people would have us believe that time can change the eternal verities. They do not seem to realize that two and two will make four one thousand years from now just as surely as they did a thousand years ago. The truth does not change and the truth is that a man is entitled to the fruits of the labor of his hand or mind. The world fell ill of German materialism: the World War was its agony and Bolshevism is its vomit.

\* \* \*

## *Sentiment*

**W**HEN sentimentality replaces sentiment, nonsense is abroad. General Allenby walked into Jerusalem when he captured it because he felt that altho he was a conqueror, he could not ride where God walked. This was a fine sentiment: the act of a Christian gentleman. Childless women gushing

over lapdogs are good examples of the opposite emotion, sentimentality. There is about the same similarity between sentimentality and sentiment as there is between fried mush and tempered steel.

\* \* \*

## *Slowly But Surely*

**I**T IS expected that new Rotary clubs will grow slowly, but none the less surely. Every new club should take in three new members each month and it should make a point to take them in each month and not try to accumulate them and take them all in semi-annually or anything of that sort. We want steady growth in Rotary. We want to get the new members in, but not so rapidly but that we may assimilate them properly. Some clubs decide upon a group of fifteen or twenty men who will be taken in during a series of months and then they draw lots each month to see which three will come in that month. Where it is positively understood that all the members of the group are desired as members of the club, this is not a bad way to keep up the sustained interest.

\* \* \*

## *War*

**T**HERE are people whose attitude on the subject of war would cause one to suppose they think it the worst thing in the world. It is not. It is better to have a principle, be man enough to fight for it and lose all in the conflict than to be a human jellyfish.

\* \* \*

## *Justice*

**J**USTICE is represented in statuary as blindfolded because she should be blind to the difference in men's estates and listen only to the truth. When conditions become such that only those without political influence or money are in our prisons and criminals of wealth and influence go unchanged and uninterned, it begins to look as tho it were time to put a Louis XI in charge of things. Louis, it will be remembered, lined the highways of France with gibbeted thieves and murderers. As a result of his energies, the country was cleared of malefactors in short order and Louis left the realm of France in far better condition than that in which he had found it. Nor did he limit his activities to the poorer class of rascals. He caged Bishop Balou in one of the iron boxes in which that unworthy prelate had been wont to lock up unfortunate possessors of coveted wealth until they disgorged. Louis was not a pretty character; but he dispensed justice without respect to persons, and his country was the better for it. In the name of Heaven, let there be a stop to the interminable grinding out of laws. Let us have a few good laws and see to it that they are obeyed.

# La Extensión De Rotary

Por Daniel B. Ledo

EN la extensión de Rotary a otros países se tropieza con algunos obstáculos que podrían salvarse con facilidad si no se vieran, como se ven en la mayoría de los casos, con vidrio de aumento. Estos óbices se han encontrado, más o menos acentuados, en los mismos Estados Unidos y si esto es cierto nada tiene de extraño que se encuentren en países donde costumbres y lengua son distintas a las del país donde Rotary tuvo su origen. En los mismos Estados Unidos ha habido muchas ciudades que objetaron a la formación de Rotary Clubs alegando que los Rotary Clubs no conducían a ningún fin práctico en ciudades de poca población porque los habitantes se conocían perfectamente unos a los otros sin necesidad de reunirse una vez por semana. Admitían al mismo tiempo que funcionarían con buen resultado en ciudades grandes como Chicago, New York, Filadelfia y otras pocas ciudades donde se dificulta el contacto con otros hombres de la misma ciudad; pero, afirmaban rotundamente que un club en una ciudad pequeña sería un fracaso completo.

El hecho de que hoy no hay ciudad en los Estados Unidos con más de diez mil habitantes que no tenga un progresista Rotary Club prueba que las conjeturas hechas por antagonistas y pesimistas eran fruto del escaso conocimiento que tenían de la institución.

Ahora que Rotary empieza a introducirse en países cuyas costumbres y lengua son distintas a las de los Estados Unidos los propagandistas o introductores deben permitir algunas reformas en los estatutos que rigen para los clubs de los Estados Unidos y otros que se componen de hombres de habla inglesa y costumbres parecidas—si no iguales. Deben, sobre todo, permitir que cada país conduzca los mítines de acuerdo con las costumbres e idiosincrasia de los respectivos pueblos, de otra manera, Rotary nunca será en el extranjero lo que se espera que sea.

Ningún hombre que va de los Estados Unidos a otro país debiera atentar a la organización de un Rotary Club con nativos del tal país si no está dispuesto a hacer concesiones y permitir reformas que conformen con las costumbres del país o ciudad que sea. Para esto, el organizador, tiene que empezar por ponerse a sí mismo en el lugar o circunstancias de los hombres que trata de atraer a su círculo. Debe volver la vista a su país y refrescar su mente en la idiosincrasia de su pueblo, en sus costumbres y en su orgullo nacional. Lo mismo que pasa con el pueblo de los Estados Unidos pasa con todos los países no importa cuan pequeños sean. Y, nadie, que no sea un ignorante, culpará a un pueblo por ser amante de sus costumbres e invariable en su patriotismo. Ahí descansa precisamente el progreso del pueblo

americano. No hay pueblo sobre la faz de la Tierra que sea más orgulloso de sus costumbres y menos variable en su patriotismo que el pueblo norteamericano, y, tiene sobrados motivos para ser todo esto porque con sus costumbres, su patriotismo y su idiosincrasia ha llegado a ser el primer país del planeta que habitamos. Los que han visitado o vivido en otros países habrán observado que en dondequiera que hay unos cuantos norteamericanos, viven en lo que entendemos por colonia, tienen sus clubs o sociedades, sus iglesias, sus periódicos, sus costumbres, y, con muy raras excepciones, permanecen ciudadanos de los Estados Unidos intenten o no intenten vivir por largos años en el extranjero y tengan o no tengan negocios en él. En esto yo pienso al estilo americano porque, como ellos, no creo que para ser buen residente y observar las Leyes del país en que vivo me sea necesario cambiar de ciudadanía. Un hombre que cambia su ciudadanía, por conveniencia personal, puede ser más pernicioso para el país ficticiamente adoptado que aquel que permanece ciudadano del país originario o natal. Y al revés: un hombre puede ser honrado, fiel a su trabajo y patrono, justo en sus tratos y negocios y absolutamente respetuoso de las Leyes del país en que reside sin necesidad de cambiar su ciudadanía y sin tener que apelar a humillaciones y adulaciones que no están de acuerdo con los dictados de su conciencia. Todo esto lo saben los norteamericanos que residen en otros países y por eso conservan el respeto y aprecio de la verdadera patria al mismo tiempo que viven bien queridos en pueblos extranjeros donde representan grandes negocios.

Al hacer mención de todos estos puntos quiero inculcar la necesidad de permitir reformas en los estatutos que rigen para los clubs de los Estados Unidos. Si los Rotary Clubs de otros países han de ser clubs que se adapten a las costumbres nacionales o locales debe transigirse algo más de lo que hasta ahora se ha transigido en lo que respecta a la extensión de Rotary. Si la Asociación, o sean sus Directores, insisten en que los reglamentos y estatutos han de ser para todos los clubs los preparados por la Asociación, entonces, los Rotary Clubs de otros países no serán otra cosa que Rotary Clubs de las colonias norteamericanas. Tomemos por ejemplo el Rotary Club de Buenos Aires. Si en el club de Buenos Aires predomina el elemento extranjero no será un club argentino y si predomina el elemento argentino tendrá que amoldarse a las costumbres de los argentinos. Si los Rotary Clubs en la Argentina no son argentinos y los de Cuba no son cubanos y los de Méjico no son mejicanos, entonces, más vale que desde ahora se piense en establecer Rotary Clubs

entre las colonias extranjeras o norteamericanas de los varios centros y capitales del mundo. Es absurdo querer establecer un Rotary Club en Buenos Aires o París con la mayor parte de sus miembros argentinos o franceses y que predominen las costumbres de unos cuantos norteamericanos o ingleses que figuran en el club. Una disyuntiva lo resolverá todo. O los clubs son representantes del país en que se establecen o no lo son. Si lo son debe permitirse a lo clubs que fijen sus cuotas, que preparen sus propios estatutos y que conduzcan sus mítines sin obligarlos a tutearse o llamarse Juan, Pedro o Pelayo cuando la costumbre allí es llamarse por sus apellidos o siquiera don Juan, don Pedro, etcetera, etcetera.

Para que se vea como los nuevos Rotarios de Sudamérica reciben los ideales y espíritu rotarianos reproducimos a continuación parte de una carta de un miembro del Rotary Club de Buenos Aires—en contestación a una del Secretario General de International Rotary:

"Ha llegado a mi poder su interesante carta de fecha 15 de Marzo y digo interesante porque ciertamente que lograr que se lea con placer y con atención una que no hable directamente de negocios, en esta época en que el mercantilismo y el comercio es como una ola que todo lo arrasa y lleva tras sí, es, no sólo algo, sino algo mucho para los que vivimos también la vida del vértigo moderno, pero aun así conservamos dentro del alma una chispa de idealidad y de amor por esa mariposa azul de lo imposible que nos hace pensar y soñar en el más allá. Ojalá, pues, que la impresión que ha dejado en mí su estimada carta, la dejara en todos los lectores, pues he encontrado en ella un algo tan grande y tan hondo de sencillez, de cariño de afectuosidad que sólo he lamentado no estar ahí para estrechar la mano de su feliz redactor. Por mi parte y aunque me cuesta, sustrayéndome a las grandes tareas diarias que me absorben hasta las horas de descanso, contra todo principio de caridad y de humanidad conmigo mismo, haré lo posible por ser un Rotario digno de los que fueron dignos fundadores del Rotary Club en este país y en el de mi patria, El Uruguay. Excuso agregar que estando enrolado como estoy en otra gran causa como es la de la Unión Panamericana, institución de la que mi casa es Agente General en esta República, tengo y seguiré teniendo el mayor placer en hacer propaganda en favor de mayor unión y acercamiento entre todos los amigos de las tres Américas."

*Nota:* No damos el nombre del caballero firmante porque nos hemos tomado la libertad de reproducir esta carta antes de saber si él lo consiente.





## Frank H. Gamel—Counselor of Boys

By Walter W. Strong

JUST a very ordinary looking sort of man—medium sized, with a kindly face framed in hair that is almost white, a mouth that seems constantly threatening to break into a smile but rarely does, and two eyes that seem somehow to be looking thru and back of your eyes—that is Frank H. Gamel who spoke on *The Balance Sheet* at the noon luncheon of the Chicago Rotary Club, Tuesday, July 13th.

The address was a gripping, heart-searching discussion of some of the things a father owes his son and some of the things which a son owes his father.

After the luncheon, a long-wish for opportunity came for an interview with this man whom thousands of boys delight to count their friend and confidential adviser.

He says that if all the boys who call him "Daddy" should assemble some day in one place where it would be up to him to buy their dinner he would surely go broke in the operation. "But," he added, and his eyes lighted with the thought, "I would like to have a chance to buy that dinner!"

For more than thirty years, as Boys Club Superintendent, Y. M. C. A. secretary, pastor, and lecturer Mr. Gamel has devoted himself to a systematic, sympathetic study of the nature and needs of boys, and to an earnest endeavor to aid them.

He has given much attention to character analysis, particularly as it relates to vocational guidance, and has helped many boys to choose wisely in their life work. He thinks that one of the most heart-breaking tragedies in the world is a misfit—a man harnessed for life to some job for which he is not fitted. He feels that much of the so-called vocational guidance of the past has been of but little use to the boy because it consists chiefly in teaching the nature and requirements of various occupations without doing much to help the boy understand himself in order

that he might know for what sort of job he is adapted.

During the war, Mr. Gamel was in Y. M. C. A. service at the Great Lakes Naval Training Station, and when he was released from there he decided to devote his entire time to the work upon which his heart had long been set, and in which he is now engaged. He calls it *A Short Course in Boyology*, and it is designed for boys of High School age—and their fathers.

There are some lectures, *The Balance Sheet* above referred to,—*Life's Most Sacred Function*,—a reverent, scientifically accurate presentation of the things which every boy ought to know about the reproductive function, illustrated by a very remarkable motion picture—*The American Boy, His Pranks, Perils, and Possibilities*

and others; but Gamel does not care very much about the lectures.

His interest is chiefly in the opportunity offered boys to come to him for confidential interviews about their problems, and he spends the days while he is in a community, and the evenings when he does not lecture, in such interviews. And the boys come.

He says that almost never do less than 75% of the boys in any school ask for interviews, and sometimes he talks with practically every boy in the school. The boys understand that these talks are absolutely confidential, so far as Mr. Gamel is concerned, and they talk frankly about whatever perplexes them—troubles at home, troubles with teachers, personal habits, health, the girls—and Gamel is always sympathetic. If he failed to be that, the boys would not talk.

And usually there is a suggestion that will help where help is needed, for Gamel has spent himself in the effort to learn how to help. He never preaches to a boy. Indeed, he told me that he never asks a boy to stop a wrong habit. If the boy *wants* to stop, he gets help; but no preachy advice is ever crowded upon him.

He never allows anybody to tell him anything about a boy, at least not until after he has talked with the boy. Every fellow comes with a clean slate; and what Gamel learns about him he learns from what the boy tells him, and what he sees as those eyes of his look in thru the boy's eyes, searching the boy's soul.

### Specific Instances

WHEN I asked him to tell me a little about some of his interviews—some specific cases—he hesitated a bit and then without mentioning the names of boys or places, told me some stories while we both forgot to go to dinner—stories which made me wish that every high school boy in America might be privileged to feel the influence of Frank H. Gamel's remarkable personality.



Frank Gamel in Action

One boy, a senior in High School, when asked his problem, said: "Well, I steal." Think of a man coming into a school and in a day or two so winning the confidence of the boys that a fellow would come with a statement like that! This lad has no father. He has made his own way thru high school. Twice he has been in trouble with the high school authorities for stealing; but he told of many thefts which had not been discovered.

Said Gamel:

"Why are you telling me all this?"

"Because I want to stop."

"That is a pretty big contract for thirty minutes."

"Well, I would like to have more time with you, if you are willing to help me."

"Come with me to my room after the lecture, tonight, and we will see what can be done."

The boy came—and stayed until two o'clock in the morning. That was seven months ago, and the boy has kept straight. There were some other wrong habits, and they have been cleaned up. He reports to Mr. Gamel regularly at the first of each month, and in September he will enter the college which Gamel has chosen for him, and where the way has been opened for him to earn his way.

### Too Strong to Be Good

A BOY of fifteen who was over-developed physically (a case of advanced adolescence on the physical side, which usually means stormy times for a while) had absolutely refused to attend Mr. Gamel's lectures apparently for no other reason than because his father asked him to go. He was disposed to resent all authority, both at home and at school. When he refused to attend the lectures, the father suggested that he make an appointment for an interview, and he refused to do that. During the week, however, he went to the principal's office to ask for some concession in connection with athletics. The principal was able to grant what he wanted, and after doing so, said: "By the way, you haven't had your chance with Mr. Gamel yet, have you?"

"No." (with a trace of stubbornness in the tone).

"Well, the schedule for today is all filled, but there is one open period tomorrow which you may have if you want it."

The boy considered that a moment, then relaxed from his semi-defiant attitude and said, pleasantly:

"All right."

He went to the conference room promptly when his time came, and when he was seated Mr. Gamel said:

"What is the problem?"

"Well, I don't know what is the matter with me. I can't seem to get along in school. I have trouble with my teachers, and talk to them sometimes as I know I ought not, and I have trouble with my father, and I don't know why!"

"I can tell you why. That's easy. I can tell you how to fix it, too, but that will not be easy—but it's your job, and nobody else can do much about it. You can correct the whole thing in a little while, if you want to."

"Believe me, I'd like to!"

"Would you be willing to do some pretty hard things in order to get lined up as you ought to be?"

"I would do 'most anything I could."

"Did you hear my lecture last night?"

"No." The lecture referred to was *Life's Most Sacred Function*, in which Mr. Gamel explains fully the part which the sex organs play in changing a boy into a man. He explained these things fully to the boy, telling him exactly what was going on in him and the reason for his trouble, and then said:

"I suppose that your father sometimes has to compel you to do things, does he not?"

"Yes, pretty often."

"Well, if I were you, I would not let anybody compel me to do anything."

The boy looked puzzled, and Gamel said:

"I would beat them to it. I would compel myself to do the thing that ought to be done, before anybody else got a chance to compel me to do it."

Then the boy was taught that every fellow has three kinds of muscle, physical muscle, with which he lifts weights and overcomes all sorts of physical obstacles; mental muscle, with which he solves problems; and moral muscle, with which he compels himself to do the thing that ought to be done, when it ought to be done, whether he feels like doing it or not, and that all the kinds are developed by just the same process, exercise. He was told to begin immediately to watch for opportunities to compel himself—that he might build moral muscle. He got the idea, got into the spirit of the game, and when he went home to lunch he filled the water-pail without being asked and attended to the furnace without protest.

Gamel hunted up the father, a prominent business man, found that he did not know what was the matter with the boy, and gave him some suggestions. Three months later, passing thru the town, Gamel had two hours between trains, and he phoned the father and asked him:

"How are things coming with the boy?"

"Everything is fine!"

"We did some good, then?"

"We did a tremendous lot of good! That boy is an absolutely different fellow about home, and they tell me at school that he has changed his attitude entirely and buckled down to business in splendid fashion."

Later, somebody in the town wrote Gamel that this father had said that the things that had happened to his boy were worth more than the entire fee which Gamel had been paid for his week of work.

### "Ask and Ye Shall Receive"

NO boy is ever sent to Mr. Gamel. If a fellow is to have an interview, it must be because he wants it—and asks for the privilege. In one town, however, a seventeen-year-old lad, a junior in high school, thought he had been sent. When he came to the conference room Gamel met him with the customary:

"What is the problem?"

"Well, I don't just know. Mr. — (naming the high school principal) said he thought it would be a good thing if I would see you, and I thought maybe he had said something to you about me."

"No, we don't do things that way. Nobody ever says anything to me about a boy—at least, not until I have talked with the boy. So, if anything is said, you will have to say it."

The boy looked as if he did not know what he was there for. Gamel waited for him a minute and then said:

"I think, tho, that if you want to talk mighty frankly, we can find something worth talking about."

The boy looked curious and Gamel continued:

"Because I have a notion that you are cut out to be either a mighty valuable citizen or a mighty dangerous one."

The boy looked still more curious, and said:

"I am not sure that I know just what you mean."

Gamel risked the case on his quickly formed estimate of the boy's character, and said:

"I mean that you have a whole lot more than ordinary mental ability, but your natural disposition is to be a crook!"

The boy recoiled from that for a minute, then looked back into Gamel's eyes and said:

"I guess you are right."

"All right. We can stop right there, if you want to. Apparently you did not come in here with your mind made up to tell me anything definite about yourself, and there is no reason at all why you should do so unless you really want to. No boy is ever put in a corner with me. But, if you would like to tell me what it is in your mind that makes you think I am right, perhaps we can get somewhere."

The boy considered a moment and then said: "I believe I would like to do that."

A short time before, he had stolen a microscope from the physics laboratory at the high school. The superintendent, after some investigation, located it. The boy had been permitted to return it and continue his work at school, without any publicity. Said Gamel:

"A boy of your age and brains does not often do a thing like that unless there is a history of similar things back of it. Did you ever steal anything else?"

"Yes, sir. Nothing so important as that, tho."



"That is the way it usually works. Folks do not usually begin by stealing big things. Now, we can stop there, if you want to. There is no reason why you should tell me anything you do not care to. But, because certain tendencies in a fellow's life are likely to manifest themselves in various ways, and I am interested in finding the tendencies, I would like to know something about your habits, if you like to tell me."

"I am willing to tell you anything you want to know about me."

"Very good. Have you any wrong habits?"

"I don't smoke."

"I didn't ask you that."

The boy hesitated a moment and then said:

"Yes, sir. I have one wrong habit."

"Only one?"

"Yes, sir. Only one. Otherwise my habits are all right."

Gamel waited, and presently the boy said:

"It's self abuse."

"How frequently do you practice that habit?"

"Four or five times a week."

"I appreciate your willingness to trust me, and I have no disposition to preach to you about these things; but if you feel that you would really like to get rid of the tendency which is back of them, and so get rid of the things themselves, I think I can help you."

With a great deal of feeling, the boy said:

"Well, I most certainly would."

"All right. We have fifteen minutes left from our half hour, but that will not be quite enough. We will use that and then you get another appointment and come to see me again before I leave."

The boy came. Things were set up for him, and he agreed to report to Mr. Gamel on the first of each month.

That was almost a year ago, and he has kept his promise. So far, there has not been a single slip in the direction of wrongdoing, and the principal of that high school reports that the lad is a new fellow in school, his whole attitude toward life and his job having apparently been revolutionized.

Gamel permitted me to see one of his monthly letters, which seems to me, in itself, a sufficient reward for many months of hard work. It reads as follows:

"Well, here is another month gone, and I am still the master. I have no doubt, now, of my ability to control myself. Every day I seem to feel as if it was great just to live! My grades in school have never been poor, but I have jumped them up to around 100, from their usual place of 90 to 95. Physically, I feel like a new fellow, and I owe it all to your method—which is great. I hope that many other boys may profit by your knowledge, just as I have."

## Some Thoughts Concerning the Work and Its Opportunities

By The Boys Work Secretary, I. A. of R. C.

WHOSO loves a child loves not himself but God; whoso delights a child labours with God in His workshop of the world of hearts; whoso helps a child brings the Kingdom of God; whoso saves a child from the fingers of evil sits in the seat with the builders of cities and the procurers of peace.—Norman Duncan.

WHILE from the inception of the Boys Work department it has been evident that the men of Rotary were greatly interested in the subject of Boys Work, it developed after it was decided to take up this work actively that there was need for information as to just what to do, and how to set about doing it. Accordingly, pamphlet No. 18, containing *Suggestions and Information concerning the Organization and Work of a Boys Work Committee*, and known as *The Manual of Boys Work*, was written. A complimentary copy has been sent to each club secretary and Boys Work chairman, and the Manual appears to be supplying a genuine need. A number of the clubs have ordered copies sufficient for the members of their Boys Work committees.

Not only is it desirable for the clubs to provide each Boys Work committeeman with a copy of the Manual, but it would be well worth while for them to place one in the hands of each club member. In addition to building up the general interest in the subject of Boys Work such a distribution of the Manual may well result in an extension of the Boys Work idea and of Rotary itself as touched upon following.

### Boys Work Extension and Extension of Rotary

IN conversation with Secretary General Perry upon his return from England the fact was mentioned that the suggestions in the Boys Work Manual were suitable for

use in organizing a Boys Work Committee outside of, as well as in, a Rotary Club, and suggested the desirability of action by the Rotary Clubs to encourage the citizens in the smaller neighboring communities to organize a Community Boys Work movement under (if desired) the guidance of Rotary.

Ches not only expressed approval of the idea but stated that it might easily be that the "selling" of Boys Work to the non-Rotary neighboring communities would result in creating an interest in Rotary itself which in time would crystallize in the formation of a Rotary Club.

If by thus extending Boys Work there should take place, in addition to helping the boys, an implanting in the neighboring communities of the ideals and aspirations of Rotary, then it is especially desirable that every Rotarian become conversant with the Rotary Boys Work Plan and so be prepared to make it known to his acquaintances in other communities.

### Reporting Good Work Done

IT is greatly desired that every club which accomplishes something of importance for boys should advise us of it, particularly any new and beneficial line of work, and should send a good photograph of some phase of it. The reasons are: First—that we may be able to tell other clubs about it and perhaps move them to do similar work, and, Second—that we may give due credit on our records and include

the club in the list of "Clubs Active in Boys Work."

In writing up the Boys Work section of THE ROTARIAN we are precluded by the limitations of space from giving place to items and articles other than such as may inspire the clubs to greater activity, and it is not possible to tell of any of the many things which the clubs are doing merely as a matter of giving publicity, as much as we should like to be able to do this.

Suggestions for the improvement of the Boys Work pages will be gladly received; and it will be interesting and helpful to know of cases where articles or items in the Boys Work section have caused clubs to "Go and do likewise."

### Boys Work by Some of the Clubs

CHAIRMAN Warren F. Hubley sends word of one of the most far-reaching plans for Boys Work that have come to our attention. The Newark Club has raised \$15,000 a year for three years for the purpose of establishing a city-wide Boys Work undertaking with a highly trained Boys Work man at its head, with such assistance as may be needed, and under the direction of the Boys Work Committee.

While the Newark Club has maintained a Boys Work committee for some years, it was not until this year that the necessity for greater activity became apparent. They  
(Continued on Page 146)

# Standing of Clubs in International Rotary Attendance Contest for Month of July, 1920

**P**RESIDENT Pete and Governor Charley surely must have "bawled out" the Portland boys. Last month they lost out after being among the ten high of Division A for eight consecutive months, but this month they are back at the head of the list. Atta boy! Wichita, Kans., Minneapolis and San Antonio are the new arrivals in the ten highest of Division A this month. Of course the "old guard" are present—Oakland, San Francisco and Indianapolis.

Just look where the "Quaker City" is—down in the cellar. We are amazed. Aren't they supposed to be strictly temperate? Rochester and Fort Worth are also keeping bad company this month. Hope they'll reform by next month. We notice Cleveland and New York are becoming quite chummy. They will soon be rivals for "worst" place.

We are very sorry to note that forty-two clubs are sick. Doctor Rotary has diagnosed their cases as "summer complaint" and has informed us that they will probably be ill until September or October. Seriously, tho, we are rather disappointed to learn that such a large number of clubs are not meeting during the summer months, especially after Past President Adams' several appeals.

The following clubs did not report this month:

Brockton, Mass.	Santiago de Cuba	Atlantic, Iowa
Bronx, N. Y.	Anderson, Ind.	Lincoln, Nebr.
Elizabeth, N. J.	Elkhart, Ind.	Anaconda, Mont.
Newburgh, N. Y.	New Castle, Ind.	Bozeman, Mont.
Yonkers, N. Y.	Joliet, Ill.	Buhl, Idaho
Port Jervis, N. Y.	Ottawa, Ill.	Great Falls, Mont.
Erie, Pa.	Taylorville, Ill.	Havre, Mont.
Johnstown, Pa.	Beloit, Wis.	Missoula, Mont.
Weston, W. Va.	Devils Lake, N. D.	Moscow, Idaho
Cienfuegos, Cuba	Marinette, Wis.	Price, Utah
Guantanamo, Cuba	Sturgeon Bay, Wis.	Rexburg, Idaho
Matanzas, Cuba	Superior, Wis.	Honolulu, Hawaii
Sagua La Grande, Cuba		La Crosse, Wis.

However, thirty eight clubs non-reporting out of seven hundred and fifty eight is a pretty good record. Let's see if we can't keep cutting the list of non-reporters down until we have a perfect batting average.

—The Chatterbox.

## STANDING OF CLUBS IN ATTENDANCE CONTEST FOR MONTH OF JULY, 1920

Division A—Clubs having more than 200 members.

Division B—Clubs having between 100 and 200 members.

Division C—Clubs having between 50 and 100 members.

Division D—Clubs having less than 50 members.

Only those clubs whose reports have come thru the District Governor's hands to the Headquarters office by the 15th of the subsequent month are considered in the competition.

**NOTE.**—Bold-face figures before names of clubs designate number of times in succession clubs have appeared in list.

Name of Club	Membership	Number of Meetings	Average Percentage
<b>DIVISION A—Ten Highest</b>			
Portland, Oregon	296	4	78.34
7 Los Angeles, California	216	5	74.99
21 Oakland, Calif.	219.6	5	74.86
14 Tacoma, Wash.	226	5	74.20
5 Seattle, Wash.	289.5	4	73.57
21 Indianapolis, Ind.	299	4	71.95
Wichita, Kans.	205.5	2	70.60
21 San Francisco, Calif.	289	4	69.03
Minneapolis, Minn.	259	5	69.00
San Antonio, Tex.	212	5	68.08
<b>DIVISION A—Five Lowest</b>			
Rochester, N. Y.	252.5	4	38.69
Fort Worth, Tex.	231	5	36.43
9 Cleveland, Ohio	359	5	35.20
21 New York, N. Y.	453	5	35.00
Philadelphia, Pa.	275	4	33.63
<b>DIVISION B—Ten Highest</b>			
7 Bellingham, Wash.	111.66	3	83.58
5 Niagara Falls, N. Y.	141	4	82.44
23 Davenport, Iowa	162	..	82.40
2 Waterloo, Iowa	144	3	80.60
2 Victoria, B. C.	141.75	4	80.23
2 San Diego, Calif.	152	5	79.48
Ottawa, Ont., Canada	124	4	78.42
Everett, Wash.	115.16	5	78.25
5 Calgary, Alta., Canada	129	4	77.97
Jacksonville, Fla.	124	4	76.70

## DIVISION B—Five Lowest

Akron, Ohio	175	4	47.30
5 Youngstown, Ohio	144	4	45.50
Huntington, W. Va.	163	4	42.14
Waco, Texas	109	4	38.51
Havana, Cuba	127	4	30.31

## DIVISION C—Ten Highest

Long Beach, Calif.	60	3	96.11
2 Harrisburg, Ill.	64	4	94.52
2 Princeton, Ind.	50	4	91.00
6 Boulder, Colo.	58.2	5	90.66
Wichita Falls, Tex.	93	5	90.38
Chanute, Kans.	55	1	89.09
2 Santa Barbara, Calif.	70	5	86.86
Altoona, Pa.	54	4	86.57
Washington, Ind.	69	4	86.55
Dodge City, Kans.	51	4	85.28

## DIVISION C—Five Lowest

6 Fitchburg, Mass.	76	2	49.00
Waterbury, Conn.	99	4	48.00
2 Pottsville, Pa.	65	4	45.76
Ardmore, Okla.	65	2	44.62
Independence, Kan.	74	2	39.87

## DIVISION D—Ten Highest

Burley, Idaho	26	4	99.20
Longview, Tex.	37	4	97.68
Van Buren, Ark.	19.4	5	94.80
Port Huron, Mich.	40	5	94.50
Marysville, Calif.	34	4	93.19
Gainesville, Tex.	24	5	92.56
3 Nanaimo, B. C.	26	5	92.31
2 North Battleford, Sask.	21	4	91.82
2 Santa Ana, Calif.	33	4	91.67
Kenora, Ont.	21	4	91.66

## DIVISION D—Five Lowest

Dowagiac, Mich.	33	1	48.42
3 Morris, Ill.	43	4	47.67
Waynesboro, Pa.	19	2	47.36
Middletown, N. Y.	34	2	47.00
Miles City, Mont.	19	1	36.80

## JULY ATTENDANCE REPORTS FROM DISTRICT GOVERNORS (In order of Percentages)

District	Name of Governor	No. of Clubs in District	No. of Clubs Not Reporting	Average Membership of Clubs	Average Per Cent Attendance of All Clubs in Districts	No. of Clubs Reporting Average Per Cent of Sixty or Above
22	B. F. Scribner	22	..	46.76	77.72	21
21	Charles E. Cochran	17	..	114.63	77.00	17
23	Leslie S. Everts	26	1	86.26	75.31	25
19	John E. Davies	14	..	72.20	75.06	14
7	Lewis W. Perrin	33	..	48.35	70.23	29
14	H. Kemp Toney	30	..	62.06	69.00	24
13	Chas. W. Bailey	15	..	101.12	68.87	13
18	H. J. Litcher Stark	34	..	81.90	66.87	25
17	Everett W. Hill	61	..	64.58	66.11	49
16	William Coppock	52	2	50.21	65.65	42
12	E. C. Fisher	43	3	63.96	63.55	33
8	Wilbur R. C. Smith	46	5	61.17	62.43	36
11	Walter E. Pittsford	45	3	54.87	62.31	32
9	Ray W. Davis	27	..	70.81	62.17	18
6	Richard Aspinall	27	3	98.00	58.52	17
5	John F. Rudisill	34	..	83.84	57.84	16
15	James H. Kay	39	6	50.10	53.76	27
1	Fred H. Sexton	6	..	58.00	51.68	3
2	Forrest J. Perkins	33	1	49.00	46.33	16
10	Sam H. Squire	31	..	80.30	46.00	20
3	Charles Lee Reynolds	28	5	87.02	45.76	13
20	Ralph E. Bristol	27	9	53.38	45.74	11
4	H. G. Stanton	34	..	65.38	40.30	14

Total number of districts reporting	23
Total number of districts not reporting	0
Total number of affiliated clubs (July 31, 1920)	758
Total number of clubs reporting	686
Total number of clubs not reporting	38
Total number of clubs reporting no meetings held	42
Total number of clubs at large and in the British Isles (no report required)	34
Total number of clubs reporting average per cent of 60 or over	515
Average per cent of districts in U. S., Canada and Cuba	61.22



# The Rotarian's Open Forum

These columns are open to readers of the magazine for the discussion of questions of general interest or vital import. Contributions should be brief. Being expressions of individual opinion, they are presented without approval or disapproval.

## Radicalism Survives Because Workers Never Hear Any Defense of the Employers

By Sherman Rogers

SHERMAN ROGERS, formerly a lumberjack and now a writer for "The Outlook," gave the following speech recently before the Chicago Association of Commerce during a luncheon at the La Salle Hotel. His remarks are given here thru the courtesy of "Chicago Commerce."

I BELIEVE in labor. I believe in their sense of justice. I believe in their rectitude, but I beg everybody that hires labor to give them something to have faith in. They can't have faith in you until you first have placed faith in them, and when you do you will come out all right.

"Somebody, I think, called our radical lumberjacks cowards. I read that charge, and I can assure you that every ounce of red blood I had in my body came to the top. I just want to tell you that we will be confronted with bolshevism—bolshevism is bunk—only so long as you people do not accept the responsibility of citizenship and go down and meet your men just exactly like the radical meets them. The radical has beaten you at your own game simply because he is a better salesman, because he is on the job twenty-four hours a day, and because he is down there meeting the other fellow with a handshake instead of trying to hit him on the nose.

### Never Heard Other Side

JUST let me tell you that we had 76,000 men out in Washington that believed in us. We had 76,000 men that workt and workt ten hours a day, and didn't kick about it either, only we took everything out of them and we never put anything back. All the time I was in the state of Washington I never saw a single man that came to the woods tell them anything to make them better. I never saw a single pamphlet telling them how to vote or to know what this government stood for. I never saw one single bit of interest taken in them until finally one day a missionary came up there, the first missionary we had ever seen in the woods. Did he come to save the lumberjacks? No, to get money to go over and save the Chinese.

"Finally, somebody came out there in that lumberjack country and gave us the first real handshake we had ever had and the lumberjack got the first education that he had ever received right then. He got a

first-class A-1 education. The only trouble was he got the wrong one. Bill Haywood landed there with 350 agitators, with this thousand per cent proposition, telling those men that when they workt an hour or two hours in the morning—and proved every statement they made in black and white—that they had earned all the money that they received at night, and that when we get the dictatorship of the proletariat they would only have to work two hours.

### No Wonder They Believed

THEY proved that also in black and white, and they finally convinced every lumberjack in that state—almost every one—that the employer was a robber and there was not a single bit of argument to the contrary and I didn't blame those men for believing it. They were not mind-readers.

"Why couldn't Americans that yell so much about their Americanism that they choke with the great flag that I honor and respect and am willing to die for any time—why can't they get under it and act? Why can't they go down and accept the responsibility that they owe this country, that they owe that flag, and pay just as much attention to the working man as the radical does who is trying to destroy it?

"I want to tell you I came back across this country and I went to work in the steel mills. I was in the stockyards. I went down in the coal fields and everywhere I went there was a veritable army of agitators, nine out of ten sincere, and I didn't meet a single man out there telling the truth, and never in the past two years have I seen one concrete argument to disprove a statement made by the bolshevists.

### Incident at Stock Yards

I JUST want to give you one little illustration to show you that men are right when they are hit fair. I was down here one night in the stockyards. I was askt to go down to a little meeting and there

was an agitator. I believe the man was sincere. I will give him the credit for that, because he could not have made the talk he did if he was not. There were about 150 of the stockyards boys in there. He was showing them how Armour & Company was making \$100 a day per man on the experts and from \$50 to \$70 otherwise. He was showing how they could cut the hours one-half, increase the wages 400 per cent and still make millions of dollars. Then he was showing how the Armours, the Swifts and Tom Wilson rode around in their big automobiles and didn't look at anybody because they did not want to get contaminated with the men.

"When he finisht I want to tell you every man in there was grinding his teeth. I want to say for that agitator that he had put up the best argument that I had ever heard. If I had not already gotten the other side of the argument I don't know but that I would have joined that bunch myself. All of a sudden, back toward the door, a young man workt his way up to this agitator and he says, 'Young fellow, I want to have the pleasure of telling you that you are the biggest liar in the state of Illinois.' Right away, from the back end of the hall, some fellow says 'Hang him. Throw him out.'

### Gives the Packers' Side

HE held up his hands and you could drop peas between the callous points in his hands, and then he said he had workt in the stockyards for twenty-eight years and he said, 'Fellows, three years ago we went out here, and when I went back I had lost everything, my wife was over the washtub, and I made up my mind that when I struck again I was going to know what I was striking about. Since that time I have writtten every leader I know of, I have written railroaders, I have investigated and I honestly believe that I know more about Armour's business than he knows about it himself.'

"He started in there and for just twenty minutes that fellow rattled off figures, and they were figures that counted. He showed them just exactly what it cost, he got down to brass tacks and in twenty minutes he knocked the whole bunch off their feet. He had his argument and that is exactly what you have got to have. With the men in your plant you have got to get down to three little points—faith, tolerance and confidence. You aren't going to get it until you win it with the men first, and just as quick as you do you will get back 100 per cent.

### Raps the Politicians

WHILE I am talking on that issue I condemn the profiteer just exactly the same as I condemn the radical labor leader, but I personally was a very radical man fifteen years ago, radical because everything I ever read was telling me that the stockyards and the Rockefellers and the Morgans owned and controlled the country. I was two thousand miles away and it looked pretty good to me for you couldn't pick up a magazine and you could not pick up a newspaper that didn't say that. So don't blame Haywood alone, for you have got some politicians down in Washington right now that are doing more harm than Bill Haywood ever did, men that see a revolution every morning before breakfast and they have not got brains enough to get up to any office unless they d wigwag something of that kind. I want to tell you it is getting time when we should make our four-flushing politicians stand on something, prove what they say and not get away with so many slanderous misstatements as they make for political purposes.

"I just want to say this, when I came

back here and met your big men, when I went down and met your Rockefellers and your Armours and the balance of them—I want to tell you when I went in and talked to them across the table, I knew they were men, great men of the country, at the head of our financial and industrial affairs, but why did I have to come three thousand miles to find that out? Why couldn't they come out and hit this thing just as square between the eyes as the other fellow does in tearing them to pieces? If every one of those men I have just mentioned would talk out in a magazine the magazines would be tickled to death to take that talk, and just let me tell you that in six months' time there would be all the difference in this country that there is in the world.

### Get Good Will of Workers

ALL you gentlemen spend thousands of dollars or millions of dollars getting the good will of the public. Did you ever think about it? How much money do you spend to get the good will of the man that makes your goods, the man that is absolutely indispensable to you to get your goods to the public? Did you ever think it over? I have been in plants that are today spending two million dollars in one year to get the good will of the public, and if a man in overalls walks into the office an electric shock hits him right in the face. While they will talk to him that is just about all that they do.

"Just let me tell you there is only one way to meet your labor. There is only one way to show that the agitator is all wrong. There is only one way to show him how you feel and that is to meet his representative from inside your plant across the table with your cards face up. There is only one way to settle your shop argu-

ment and that is to have it settled by the management inside the plant without any outside interference.

### Why We Have Radicals

LET me tell you this: You have radical leaders simply because the employer has, thru a lack of understanding, lost the leadership in his own plant. At the Armour plant we have a man who is going to be a great man for the stockyards. He is going to be a great asset to the stockyards because he has that human feeling which is not put on. He means it. I went thru the yards the other day and he took me thru that plant and all I could hear was Bill, Jake, Tom and Harry. It was good fellowship.

"I refer to whom I figure as one of the whitest men I have ever met, Lester Armour, of Chicago. Let me tell you, gentlemen, it is that action of going down there and meeting a man fifty-fifty, letting him look at you and letting him feel that you want to meet him, letting him feel that you have got an interest in him, that is doing the work today. I want to tell you it is a big thing.

"I want to say in closing just this. We will just forget about bolshevism. Bolshevism can only bother you so long as you are asleep. The American employer is not a czar. The American workingman is not a bolshevist. I think both of them in the great majority of cases want to come together on a real basis of understanding. I think 95 per cent of the employers are square at heart. I believe 95 per cent of the employees are square at heart. I want to see that 95 per cent of each get together and kick the other 5 per cent of both into the Atlantic Ocean, where they belong."

## A Come-Back From Labor Itself

"ROTARY and the Labor Union have nothing in common. They are not travelling parallel roads," so saith W. H. MacKellar, Rotarian of Peekskill, N. Y., in the July, 1920, issue of THE ROTARIAN. If this statement is true, we have no judgment to pass on Rotary. It has condemned itself, and if, as the writer implied, Labor and Rotary are traveling in opposite directions, it behooves Rotary to turn about face, and catch up with the procession. Since Labor could not follow the employer and arrive at any desirable industrial goal, let the employer follow Labor—and both will reach a happy understanding. Organized Labor does not want to destroy her better half, the employer, but simply wants him to give her enough to run the house and put by something for a rainy day. That plan will benefit both of them.

"Neither Rotary nor anyone else has any quarrel with Labor. . . . But the Labor Union is quite another thing," states Mr. MacKellar. And so the cat is out of the

bag! It is helpless, unorganized Labor with which no one has a quarrel, because it did not possess enough backbone to stand up and fight. It takes two to make a quarrel, and unorganized Labor did not make even one body economic. One cannot quarrel with a jelly fish or a lump of wet mud, which is about all the force unorganized Labor possess.

"Their policies are diametrically opposed and their teachings inimical," declares Mr. MacKellar. The policy of organized Labor is based on the necessity of giving a square deal for a just wage. We feel sorry for Rotary if their charter does not comprehend this necessary principle. "One is the antithesis of the other," admits Mr. MacKellar. Well, we never knew that Rotary advocated a crooked deal and an unjust wage, but if Mr. MacKellar insists, we will have to believe him.

"The slogan of Rotary," quotes he, "is 'Service—not Self. He Profits Most Who Serves Best.'" If all that be true, why so much wrath displayed against the Labor

Union? Rotary and Organized Labor are brothers in arms. The slogan of Labor is "Service," and it had better be, for while the employer can hobble along for a certain time without delivering it, Labor must deliver it six days of the week.

"'He Profits Most Who Serves Best,' is the motto of Rotary," Mr. MacKellar informs us. "Well, he has us stumped there. We will admit that Labor cannot go that far. The worker can serve best; but he does not profit most, nor does he expect to do so. A fair share of the profits would satisfy him. He does not want to profit most, but simply to profit some. He is willing to leave most of the profits to Rotary, just so he gets a just share of them; and so again, we do not see why the difference in methods and aims should breed a quarrel.

"If the Labor Union had a truthful slogan," says he, "it would be 'Wages—Not Work. He Profits Most Who Shirks Best.'" Well, that is quite too foolish. No union man can keep a job who does not do his



best. We do not ask the learned MacKellar to take our word for this fact, but respectfully refer him to Bulletin No. 106, issued by the United States Department of Labor. It is the result of Government investigation by trained experts as to which standard—the eight or ten hour shop—gets out more production. He will learn a definite truth and increase his wisdom by reading it. He may become conscious of the fact that the investigation discovered that the workers in 8-hour shops get out more work individually, while the workers in 10-hour or non-union shops slacken up to keep pace with their fellow workers. The 8-hour workers get out a varied amount of work, according to the capacity of the individual worker, but the 10-hour workers get out only a *certain* amount of work, which is a pretty good indication as to which class of workers shirk, and which class of workers, work. And so according to Government statistics, the opprobrious motto which he applies to union workers, i. e., "Do as little as you can, and get all you can for doing it," would fit into the program of the non-union shops. It is possible he may take exception to the Government's finding. He may have foreordained, preconceived, dyed-in-the-wool ideas which will brook no interference.

"There were doubtless noble sentiments that first inspired Unionism," says he. Well, brother, yes and no, say we. The first sentiment that inspired Unionism was

the sentiment or instinct of self-preservation. It is the first law of nature, and so we suppose it has its element of nobility. If Mr. MacKellar will throw back his imagination to the industrial screen of some thirty years past, he will realize what we mean. Men worked, sweated and slaved under miserable conditions for a miserable wage. The employer was the master. The employee was degraded almost to the state of slavery. He could stop work and starve; that was still his right. Unionism threw a new light on the nobility of work. It threw a new light on the rights of the workers. It also threw a certain definite ray of light into the minds of many employers; but there are employers who have been denied this light. Unionism began the process of readjusting, and that process is still going on. It's a big job and it can't be finished in a day.

"There were evils in society for it to abate or correct, and it did bring about welcome reforms that have apparently improved the condition of a great number of people" he admits. Well, then, why the protest? Where the significance of the application of the Rotarian's motto: "Service, not Self?" We cannot see why he and all his brother Rotarians should not be delighted. But perhaps the motto is but sounding brass and a tinkling cymbal.

"But now," he moans, "comes the 'Law of Diminishing Returns'." Again we refer him to Bulletin 106 so that he may place the blame on the non-union shop, in ac-

cord with the findings of the Government investigation.

"Like all institutions grown powerful, the Union tends toward oppression," he tells us. Well, he need never worry that the Union will grow as powerful as the employing class, whose long possessed power he does not lament. The favorable development of Unionism will result in a changed condition—a change for the better that will be enjoyed by both the worker and the employer. Unionism brought to its highest development will simply be a more intelligent partner in the great firm of Industry & Co. A worker, because he realizes his worth, does not lose his value in the eyes of an intelligent employer. He does lose it, however, in the eyes of a slaveowner, who resents any encroachment on his own selfish domains. And so while we are sorry that Mr. MacKellar doesn't love the Labor Unions, because he fears them, we have no hesitancy in assuring him that much of his fear is ungrounded. The great thing that Labor Unions want is the same measure of liberty enjoyed by Rotarians, and guaranteed by the Constitution of the United States to all citizens of this country. We believe we are safe in saying that organized Labor will thrive because, regardless of his fears, neither Mr. MacKellar, Rotarian of Peekskill, nor any other man or body of men are poorer because the worker is at last arriving at the point where he is finding out how necessary he is to their and his own progress.

—L. M. Whalen in the "Chicago Unionist."

## More Rotary Clubs in Big Cities

By James W. Briscoe

ROTARY in its early development was wisely guided, and the firmness of its foundation is well demonstrated by the position that Rotary maintains in the world today.

While the fundamental policies of this great movement were being worked out, it was well indeed that no city, be it ever so large, should have within its confines more than one Rotary Club: but now Rotary has been established. It has taken its position clearly and definitely as a leading force for service, a higher ideal in business and a love between men that comes only thru an understanding, a fellowship, and an acquaintance that is thoro, sincere and uplifting; one that in a natural and concrete way elevates the hearts and minds of those it touches to a higher level of helpfulness and human interest.

At the present time the world needs Rotary and Rotary is ready to serve in bringing men of all nations closer together on a common ground of service and understanding.

The success of Rotary in the past has been due largely to its high ideals, the simplicity of its precepts and the men who put them into execution.

The success of Rotary in the future will depend upon just how Rotary is given to the world and whether or not it is going fully to grasp the opportunity that is now before it. Why are other clubs, paralleling Rotary, now being formed in large cities and carrying out some of the work that Rotary was designed to do? It is because the work of Rotary in big cities is limited to one club, and some cities are so large that one club therein is a small factor, and leaves the field open for similar clubs of other names.

Rotary is not for Rotarians alone. It does not function for Rotarians alone. It functions thru Rotarians to the world.

A city with a million population does not feel its Rotary Club to the same degree as one of five hundred thousand, and in turn a city of one hundred thousand population receives much more benefit proportionately than either of the above; and again some of the leading Rotary Clubs in the world exist in cities of twenty thousand people, and we have very successful clubs working in cities of much less than five thousand population.

Now how about our big cities? Are we still going to limit Philadelphia, Baltimore,

Chicago, San Francisco or London to one Rotary Club each? Are we going to continue with our policy of limitation and forbid any city, be it ever so large, from having more than one Rotary Club? The time has come when we must develop Rotary in our big cities, when we must be willing to give any city as many Rotary Clubs as it can successfully assimilate.

Most large cities have several localities where business is centered, more or less, and which in some degree are separate from the others. Where the population justifies, these separate districts should each have a Rotary Club. The Rotary Club of a large city is, at present, usually in the heart of the big business center, and such outlying communities as mentioned above, receive little benefit from the main club.

Furthermore, what argument is there against more than one Rotary Club operating in the same big business center of a large city? Each club would be composed of separate men, have separate offices, and lunch at separate places. The work would not overlap, because the primary job of a Rotary Club, as I take it, is the education of its members in Rotary. This is what

(Continued on Page 151)



### Serviceable to Papa

A Red Cross Public Health nurse in a Southern town has found the latest novelty in names for babies. She was weighing a little black youngster.

"What do you call your baby," she asked the grinning young mother.

"Weathah-strips," replied the parent.

"Weather-strips," exclaimed the nurse. "What's the idea, Mandy?"

"We done named her Weathah-strips 'cause she kept her papa outa de draft."

—Chicago Medical Recorder.

### Tight

JOHNNY—These pants that you bought for me are too tight.

Mother—Oh, no, they aren't.

Johnny—They are, too, mother. They're tighter'n my own skin.

Mother—Now, Johnny, you know that isn't so.

Johnny—It is too. I can sit down in my skin, but I can't sit down in these pants.—Boy's Life.

### Still Room at the Top

THE two vets shook hands—it was their first meeting since their discharge—fell to talking about St. Nazaire, and then asked each other what had become of the members of the old squad.

"And, oh, yes—there's Muggs—Muggs that began to read the *Life of Napoleon* as soon as they made him a corporal. What's become of him?" inquired the first.

"Oh," replied the other, "he's working in a garage—pumped ten gallons of gas into my car the other day. Tells me he's reading the *Life of Rockefeller*."—Home Sector.

### "Would Say—"

WHEN you do not intend to pay a bill there is nothing like being decisive in your refusal. The other day a bookseller had an "account rendered" returned to him with the following reply scrawled across the billhead: "Dear Sir—I never ordered this beastly book. If I did, you didn't send it. If you sent it, I never got it. If I got it, I paid for it. If I didn't I won't. Now go and hang yourself, you fathead.—Yours very respectfully, John Jones."—Argonaut.

Irate Diner (at summer hotel)—"Say, waiter, you have your thumb in that soup."

Waiter—"That's all right. It ain't hot."

### The Exalted Fraud

OUR Editor's a knowing guy,  
Folks say he has a noble bean;  
That coopt within his coco lie  
A flock of classic thoughts serene.  
His wondrous corrugated nut,  
They say 'is crammed with learned lore;  
That he's a perspicacious mutt,  
And that his mind's a sapient store.

He's played his system long and free  
And he enjoys a glorious rep  
For erudite capacity  
And brainy skill and mental pep.  
His lofty corrugated dome  
Is peopled with a vast array  
Of dreamy truths that make their home  
Beneath his lid—so people say.

But I'm here to prognosticate  
That he is due to have a bump,  
For I've a grievance to relate  
Against this artful shamming chump.  
He takes the glory and applause  
Then cackles like a laying hen;  
He gets away with it because  
The work's all done by other men.

—Providence Pin Pricks.

### Power of Rural Press

OWING to the lack of space and the rush of the Herald's prize contest, several births and deaths will be postponed until next week, or until a later date.

—Lusk Herald.

About Ben Adhem,  
May his tribe diminish,  
Or the cost of living  
Will be his finish.

—Lubricator.

### The Midnight Alarm

THERE was a young lady named Banker,  
Who slept while the ship was at anchor.  
She awoke in dismay  
When she heard the mate say:  
"Now, lift up the top-sheet and spanker."

Willie: "Paw, does bigamy mean that a man has one wife too many?"

Paw: "Not necessarily, my son. A man can have one wife too many and not be a bigamist."

Maw: "Willie, you come upstairs with me and I'll teach you to keep your mouth shut!"

"Man is the only animal that can be skinned more than once."

### Beauty and the Dictionary

SHE lived next door—a damsel fair,  
With eyes of blue, and—oh, her hair  
Was glistening like pure, radiant gold  
That's spun by fabled nymphs of old

I've watched her at her casement as she  
Whiled long hours thru.  
I've seen her in the mornings as fresh as  
diamond dew.  
I've gazed as from afar upon her pretty  
lithesome form,  
And heard her cheery laughter in sunshine  
and in storm.  
But never have I spoken to this neighbor  
fair of mine,  
Tho often have I smiled at her, and  
answered she in kind.

And then—I heard her at the 'phone,  
And curse the day I pulled that bone!  
She said, "I seen him," and "I've went,"  
And "Can that stuff," "I bet a cent,"  
And "Ain't you right," and then "I've  
sawn!"

And now, alas, her beauty's gone!  
—Washington University (Mo.) Dirge.

### From the Editor's Office

"THAT young fellow, Scribbler, sent in a paper this morning entitled 'Why do I live?'"

"What did you do with it?"

"Returned it with an enclosed slip, saying: 'Because you mailed this instead of bringing it personally!'" —Driftlets.

Shade—Did you ever have an accident?  
Shadow—Not exactly. I was bitten by a snake once.

Shade—Don't you call that an accident?  
Shadow—Hell, no! He bit me on purpose.

Wife—It's high time our Minnie took some interest in the men. We mustn't let her become an old maid.

Husband—Time enough; she'll get busy when the right man comes along.

Wife—But I didn't wait till then.  
—Rotarizonian.

There was a young man from the City,  
Who met what he thought was a kitty;

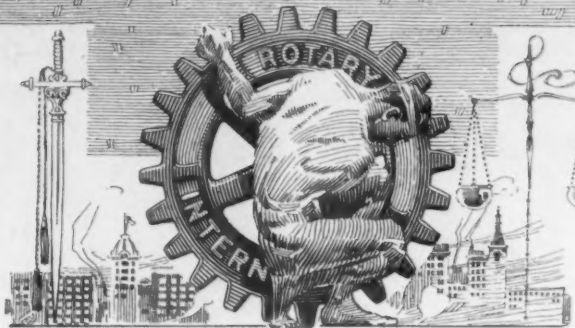
He gave it a pat,  
Said, "Nice little cat!"  
And they buried his clothes out of pity.  
—Whistle.

If the price of paper goes any higher  
they are going to make shoes out of  
leather again.



# The VISION of ROTARY

The vision of Rotary is as many sided as there are Rotarians. In this Department appear the thoughts of different Rotarians concerning Rotary in its many aspects and in its application to the affairs of everyday life.



*Service not Self*

*He Profits Most  
Who Serves Best*

## Rotary Magic

By Leslie Everett Foster

**W**HAT a wonderful magician is Rotary! There is a mysterious power of dynamic intensity at work in every Rotarian's soul. As soon as one gets into contact with Rotary he is unconsciously swayed by its power. Most of us did not dream of this vital spirit until after being initiated into its mysteries.

Then what a change! Like an enchanted magician who pulls rabbits, eggs and what-nots out of his apparently empty hat, we pull out friendship, good fellowship, altruism, service, wisdom, efficiency and countless other articles of value from our hearts to the amazement of our audience, the world. Those who are wise-hearted seem almost super-human in the volume of gifts of service. We have jumped out of the deep and narrow rut of selfish selfhood upon the broad highway of a dependent and unvisionary world. We are giving this cold and selfish world a wonderful vision of altruism and big-brothership. Now instead of kicking the dog from our path we kindly stoop down and untie the tin can that some unthinking person has tied there. We delight in the application of service above self and of the Golden Rule to our own business.

Each of us is a Single Cog in the Wheel of Rotary. How magically are we placed! Each one is a bump no larger than the other, differing only in intensity of action and purpose. To be efficient we must be frictionless by keeping our faces smeared with that Rotary oil, the cheery smile; we must be strong, virile, red-blooded so as not to weaken our infinitesimal support to the great Wheel; we must mesh correctly, co-operate and co-work with all, so as not to clog or stop the grand movements of this machinery of Rotary. Thru the magic of Rotary, each Cog is given power, some of ordinary strength, others very powerful, so in reality this colossal Wheel of Rotary is a self-propelling machine. We have discovered perpetual motion. It turns slowly

but surely, like the mills of the gods. A thousand years hence will see this mammoth Wheel still rotating and gaining strength and power and momentum.

Each Single Cog carries a different revelation of Rotary. It is interesting to review a few different specimen cogs of which every club is proud and to note how the power and spark in each particular case is derived from different sources.

### Rotarian Booster

**F**OR example, look at Rotarian M. A. Booster. In former days you knew him as a co-partner of and operating under the name of Mr. Knocker. His cognomen has been erased and re-written, for he now acts as if he had actually been reared at the snappy town of Boosterville, Pep County, State of Enthusiasm. Since joining Rotary he has kicked Old Man Knocker and his little hammer, who, by the way, is a modern Mr. Hyde that we all pamper occasionally, down the back stairs of his life with the same snap and vigor that makes everything he handles successful. His hobby is boosting. He boosts every good thing. When he is not boosting the Rotary Club, it is the College, the Red Cross, the Commercial Club, our fair city or State or Nation. No one orders him to boost. It is native talent. It is his life. He loves it. He inoculates us with his gingery enthusiasm and spirit.

He is a real live wire with a heavy current of electricity running thru him. He is not at all insulated; but charges every one he meets with pep, punch, and gunpowder. He is even more than this. We will call him a miniature manufacturing plant for this peppery stuff—a living dynamo.

He is the peppiest, the liveliest, the most enthusiastic Rotarian firebrand alive—bar none—no, not even the International President. He puts things across. He does what he says he will do. We wish we had a photo of this fellow for all to see for this species of man is nearly extinct.

### Rotarian B. Steady

**T**HEN there is Rotarian B. Steady. We used to believe him slow and grandmotherish, but now it is a delight to have such an efficient co-worker. The president feels confident of a successful meeting when this fellow is near. He is always present. He is not afraid of work. In fact work seems to increase his efficiency. He is a committeeman of weight. His broad back upholds many of our burdens. He is phlegmatic, but firm in a fixt unwavering manner. His expression has that persevering steadfastness so commonly written on the faces of the successful. He seems as unchangeable as The Great Stone Face. His constancy and unswerving staunchness instills in you the conviction that all men are not selfish and egotistical. You like his consistent conversation. You delight in his unhesitating logic. You, who do not smoke, enjoy his style of smoking, which is regular and uniform like himself. His every action and thought seems to mark his faithfulness and constancy. There is no flummery about him. He rings true. He is the salt of the earth. You catch yourself imitating his fairness and regularity. We are glad you are still on earth, Rotarian Steady. May your clan increase!

### Rotarian Jolly

**S**HAKE hands with Rotarian Jay Jolly, our happy member. We used to think him a morgue; but now he is a little bundle of sunshine all to himself, perpetually radiating happiness and curing our grouches like healing rays of radium. Wherever he goes he scatters about him joviality, mirth, merriment, gaiety, fun, happiness, and wit. He is a living example of empyrean bliss. He is anger-proof. A joke or story is always on his tongue's end. His laughter is as contagious as a good ripe case of Over-the-Rhine measles. His friendship bores right thru your ten-inch armor-plate of indifference. Whenever A. Crank, our he-villain, ensnares him into a duel, Mr. Crank

is pierced in the midriff by Jay's rapier of repartee. Old Man Gloom visits us every time Jolly is absent, which is not often, thank goodness! We would have a sorry time of it without this optimistic harlequin, for he is the counter-balance of that old fakir, Pessimism! One has a desire to emulate his happy life.

### Rotarian Enthusiast

AND lastly, we are proud to present Rotarian N. Thusiast, who is a charter member and greatly responsible for our grand club. He is the father of Bully Booster, the grandfather of Red Pepper, and sports many such relatives in other clubs. Whenever he misses a meeting,

which is seldom, the food is unpalatable, the talks are dry, the program stale, one's comrades dull. He is the life-blood of the club without knowing it. He scintillates good fellowship so heartily and so sincerely that your panoply of dignity is pierced like a sieve and you unwittingly echo and reiterate his enthusiasm.

## Living Rotary

By William M. Castle

THE individual we know as man, and the keeping of him in his place on earth—that is, putting him in relation to his neighbor so that he will fit into the harmony of human life, this human animal, I repeat, has always been the source of much care and trouble—and he promises to keep the family building churches and school houses for him for a long time to come.

Rotary has been on the job only a few years. Definitely stating it, Rotary is engaged in the business of assorting pegs. Each Rotary Club has it put up to it by International Rotary to see that no square pegs get in round roles. The reward we will get out of our faithfulness is harmony in our lives, efficiency in our efforts. That's worth something in view of the turmoil, strife and unrest at the present moment.

Rotary organization is unlike any other. I like it for its informality. Every agreement here is a gentleman's agreement. Clap-trap and gold braid and over-much ceremony are replaced by simplicity and freedom of opinion and action. Rotary freedom finds a common ground in sane conduct and a wholesome interest in the welfare of each member and of the community, and respect for the opinion of all.

I believe Rotary philosophy to be a contender against selfishness; it is a promoter of generous service. The Pharisaical spirit, the spirit of self-righteousness which prompted the Pharisee to thank God he was better than the Publican, is no part of Rotary practice.

### The Golden Rule

I BELIEVE the spirit of Rotary to be the Golden Rule applied to the daily affairs of life. It is rugged, not effeminate; it is not sissified. It is like the sun that sends its warmth to us. We don't have to have the warmth if we don't want it. We may keep out in the cold if it suits us better. Rotary says *come in*, and be warmed.

I believe the statement is true that but one Rotarian in four is a real Rotarian.

The truth about it is that man was made before the Golden Rule. His hide was filled full of selfishness in his struggle with the elements that surrounded him. His progress was slow. Self dominated all his actions. It had to dominate him when his physical preservation was his daily thought.

The ancient jungle law that might makes

right actuates a lot of us today. The civilizing processes of religion and education have washed out some of it; but a lot of it remains, and will remain for a long time to come. This is the reason why Rotary with only 25% of its members animated by the Rotary spirit, is going on one cylinder instead of four.

### The Test

EVERY day, nay, every hour, this spirit of Rotary is being tested.

I will take off my hat to the Rotarian who pays his taxes today and feels no diminishing of the Rotary spirit within him while doing it. I'll extend this sort of heroism to the spectacle which the bills of the tailor, the plumber, the grocer and the printer, present to us today.

I will write him down as an eminently patient man if he refuses to let go his hold on the spirit while contemplating some of the things that are being done in Congress and State Legislatures today in the name of progress and reform.

I know he will tell me that it is these very things—the wasted effort, the wasted money, the wasted time, the invasion of personal rights, the bunk statesmen—all these aggravations only strengthen his soul, and impel him forward. That's why I love him. He is a hero. He insists and persists in trying to save the human family.

### True Loyalty

WE love our country, and no government in the world's history was ever backed more loyally than ours in the war. That loyalty and sacrifice will be continued, and it gives us the right to protest against abuses that hobble industry and overrun the land with overlapping commissions and special government agents today.

I take the statements following, from a recent number of THE ROTARIAN, the official Rotary magazine:

"Rotary would have saved Sodom and Gomorrah.

"Rotary would have brought the children of Israel into the promised land in forty days instead of forty years.

"Rotary in the principal cities of Germany, with the Kaiser an active member, would have averted the world war."

Now, why did THE ROTARIAN say this? Because, while Germany did fairly well with the pegs in organizing her army, Bill and the principles of justice and human rights were strangers and therefore he

failed: from now on failure awaits all men who ignore these principles.

### The Application of Rotary

STEWART McFARLAND of Pittsburgh, an authority, writing on the application of Rotary to the world's activities, says it is not a "hewer of wood or a drawer of water." Rotary is the spirit in which the wood is cut and the water is drawn.

It is not a ready instrument thru which other organizations may function. Other organizations *do not* function thru Rotary. Rotary functions thru other organizations.

Rotary is the current, and not the wire, he says.

A real Rotarian is an ambassador of service, charged with the responsibility of carrying the torchlight of Rotary ideals into the courts of other businesses; into the shop, into the store, into the professions,—*in his own person*.

How much, as a club, are we doing to enable us, not a few, but all, to *define* Rotary?

Assuming that because of the distractions of our daily occupations, the weekly meeting affords us the only opportunity for getting the principles of Rotary into our consciousnesses, I will say we give it very scant devotion—very little attention. When we deduct the summer vacation, and the luncheon time, and the discussion of subjects other than Rotary, we will find the minutes given to the Theory of Rotary in one year to be about 800. Reduce these to hours and it is less than 14, or not much more time than some business men put into their work in one day. Can we get a fair working knowledge of this developing and enveloping force we know as Rotary in 14 hours?

Therefore, thinking of our club, made up as it is of the best in our public life, we should do more, speak more, for the spirit of Rotary. If you take this spirit out of our meetings, we are but a bunch of casual eaters gathered together because we must eat anyway and ours is as good a place as any.

### Two Forces

IN the affairs of men and women there are two forces constantly at work. One is the Home the other is the Public. The moment we step outside our home portal, the Public is the dominating force. We can influence it for good if we have the influence for good in ourselves—the impulse for service. This is the spirit of Rotary.





# CLUB NOTES



## Rotary Philatelists

**N**EW YORK CITY.—Among the many entertainments arranged for visiting Rotarians in New York City, after the Convention, was a dinner at the Yale Club, given to visiting Rotarian Philatelists. A unique feature of the dinner was the menu, printed on the back of a genuine postage stamp. (For the uninitiated, it might be well to say that our Government issued, in 1865, stamps  $2\frac{1}{4}'' \times 4''$  for use on newspapers. To the philatelic wise it was Scott's No. 2004.) During the dinner the discussion turned to the question of why Rotary shouldn't recognize the avocation of its members as a means of promoting friendship. It was decided to make the dinner an unofficial part of all International Conventions and ask every stamp collecting Rotarian to reveal his identity and join the party next year.

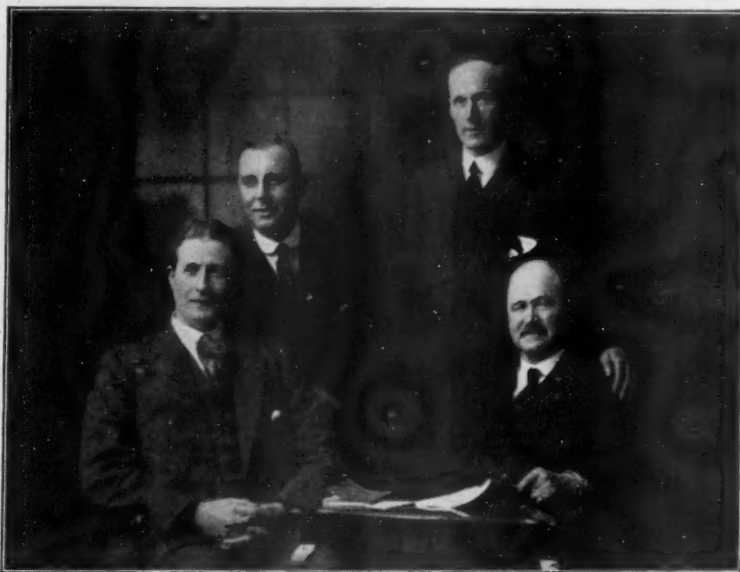
The fellows also felt that the hobby would mean a great deal more to its devotees if all Rotarians interested be in touch with one another during the year to lend aid to a definite plan laid out for the advancement of the hobby.

After dinner Mr. Alfred E. Lichtenstein exhibited his collection of Mauritius, and it was a great treat to gaze on a pair of the rare Post Office Mauritius on original cover and an unsevered pair of the 2 pence blue, two pieces that neither the British Museum nor King George's collections possess. The collections of Swiss Cantonals and British North America, which were also on exhibition, are probably the best of their kind in the world.

Mr. H. H. Wilson, President of the A. P. S., exhibited his collection of die and plate proofs and essays. This collection contains some of the finest specimens of the engraver's art in ex-

istence. One proof showed an engraving made of Trumbull's famous painting of the Declaration of Independence so well executed that, when reduced to postage stamp size, every character is clearly recognizable.

The entire exhibition was the finest that has ever been made privately in this country. The dinner next year can be a bigger and better affair if all the fans will climb aboard.



*The Correspondence Committee of the Glasgow, Scotland, Rotary Club, which correspond weekly with a similar committee of the Chicago, U. S. A., club. The members of the committee are, left to right: Bill Logie, M. Murray Dewar; standing, Chris. Hornt and James Campbell. Like committees are maintained between the following cities also: London and New York, Boston and Edinburgh, Sheffield and Pittsburgh.*

Major Carroll Chase's collection of U. S. '51 was also on exhibition. This is probably the best known collection of stamps in the U. S.

Clubs, and towns where clubs might be organized. The Richmond Club furnished the program so that the home clubs had few arrangements to make. The expense of the entire trip was less than fifty dollars per man. If the larger clubs would give helpful co-operation of this kind to the smaller cities much can be accomplished and at a little expense.



*Waterloo Rotary trapshooting club which won the Rotary International Trapshoot. The shoot was held in response to a challenge by the Duluth club to all the Rotary clubs of the United States and Canada. Members of the winning team are, left to right, Burr Lichty, Bert Repass, Lou Witry, Harry Northey and Frank Shores.*

## POUGHKEEPSIE, NEW YORK.

—Altho only a little over a year old, the club pledged itself to raise among its members at least \$1,500 for the establishment of a recreation room at the Poughkeepsie Children's Home which is being erected by the city at a cost of \$100,000. Already \$4,500 has been oversubscribed by the Rotary Club members.

## RICHMOND, VIRGINIA.

—The local club recently set an example that might well be followed by other larger clubs. Representatives recently returned from a seven-day booster trip thru the Carolinas, stopping a few hours at various cities en route. The trip was made to preach the gospel of Rotary and better business understanding. The delegates stopt at the smaller Rotary

**FORT WILLIAM AND PORT ARTHUR, ONTARIO.**—The Twin Cities Club took a day off to welcome Dr. Crawford C. McCullough, the newly elected First Vice-President of International Rotary. The doctor and his good wife were the honored guests at a dinner and dance at the Prince Arthur Hotel. An innovation was made in connection with the dances, whereby five dance numbers

were introduced, each following a toast. Mayor I. L. Mathews in a toast, "Our Guest," paid a splendid tribute to the guest of honor, saying it was sheer ability and public service and worth to the two cities that caused Dr. McCullough to be elected to one of the highest offices in Rotary.

Toasts were proposed by G. R. Duncan of Port William and T. N. Andrew, representing Port Arthur. President W. H. Russell of the local club acted as toastmaster. Many telegrams of congratulations were received from Canadian and American Rotary Clubs.

**TAMPA, FLORIDA.**—Shortly after the Tampa Club had adopted the building of a new Children's Home as part of its year's work, the old structure occupied by the institution was destroyed by fire, which made it necessary to begin active work at once. The club's committee has secured the co-operation of the City Council and the County Commissioners, the two bodies to appropriate \$100,000 for the new home, and the Rotary Club will raise the remainder. In line with its program of boy's work for the year, the Tampa Rotary Club has undertaken to provide for the return home of Tampa boys who have been paroled from the State Reform School, to secure employment for those who are without means of support and to see that they are given a fair start in life, despite their handicaps. About twenty boys are involved and the club's committee, with J. A. Griffin as chairman, is studying the needs of each individual case.

Tampa Rotarians are rejoicing over the election of Estes Snedecor as International President, because of the fact that Snedecor was born about twenty miles from Tampa, at Safety Harbor, also historically notable as the landing place of Hernando DeSoto, who christened the place Espiritu Santo. "Pete" was in Tampa at the recent District Conference and visited his birthplace. He removed from Florida to the West in his early boyhood, but Tampa Rotarians are claiming with pride that the new President is a Tampa product.

**HAGERSTOWN, MARYLAND.**—The Red Cross Community Study Bureau in a scientific study of the civic needs of the city found there were plenty of facilities in Hagerstown for recreation but no plans for carrying out the recreational program. The report recommended that trained leaders be secured and representatives from the Community Service Bureau stated they would take on the task of training workers to supervise the playgrounds and carry on the work among the men and women. The Rotary Club seeing the great value of this work to the city immediately voted to underwrite the cost of a three months demonstration. It has also voted to underwrite and raise six to eight thousand dollars, the annual budget, which is necessary for the maintenance of city recreational centers. The representatives of the Com-

munity Service, Incorporated, have already established offices in the Chamber of Commerce and are developing a splendid work in co-operation with the Rotary Club.

**MANCHESTER, ENGLAND.**—The Club recently staged a humorous Mock Trial. One of the members was charged with the felony of "shelling dried peas of the smooth species, for human consumption, whereas expert opinion proves that only those of the wrinkled variety are perfect." Twenty Rotarians were in the caste and the testimony of the witnesses kept the meeting in an uproar and riot of laughter.

**HUTCHINSON, KANSAS.**—Under-privileged boys were organized into a Pioneer Club and every boy was given partly free a ten day outing at the Elmdale Y. M. C. A. Camp. Each boy will earn \$3.00 and pay back the same some time this fall.

At the Father and Son Banquet 39 boys between the ages of 3 and 60 were guests. Each of the younger boys told what he would like to do when he had grown up.

**ELKINS, WEST VIRGINIA.**—When other organizations had failed and the Salvation Army quota of \$1800 had hung fire for months the club took up the campaign and raised the money in a few days. All Rotarians and their families were the guests of the Randolph County Farm Bureau Grange at the Marsteller Grove. This meeting has already established much good feeling between the farmers and business men.

**BELLINGHAM, WASHINGTON.**—In compliment to the club which assumed the responsibility of raising the boy scout annual budget the scouts named their summer camp, Camp Rotary.

The Bellingham Herald in a splendid editorial *Know Your Neighbor* pays a compliment to Rotary and its democratic spirit in calling everybody by his first name.

**TORONTO, CANADA.**—Headed by Bob Coryell, the club members are taking their assignment turn each week in asking wounded soldiers (amputation cases) from Christie Street Hospital for a couple hours auto ride in the evening. This service can well be copied by any club as there are always shut-in invalids to whom a ride in the sunshine and thru the country side is more than the best medicine.

**NOWATA, OKLAHOMA.**—The newsy club organ just issued is called the *Nowatarian*. The name is a combination of the word "Noweta" from the Delaware Indian language meaning "welcome" and the word Rotarian. The paper is full of live wire news of Rotary activities and shows that the club is leading the community work in service.

**DULUTH, MINNESOTA.**—Upholding law and order the club past strong resolutions recommending a resolution that was

read in the Grand Jury Report on the inefficiency of the Police Department during the night of the lynching of three negroes recently.

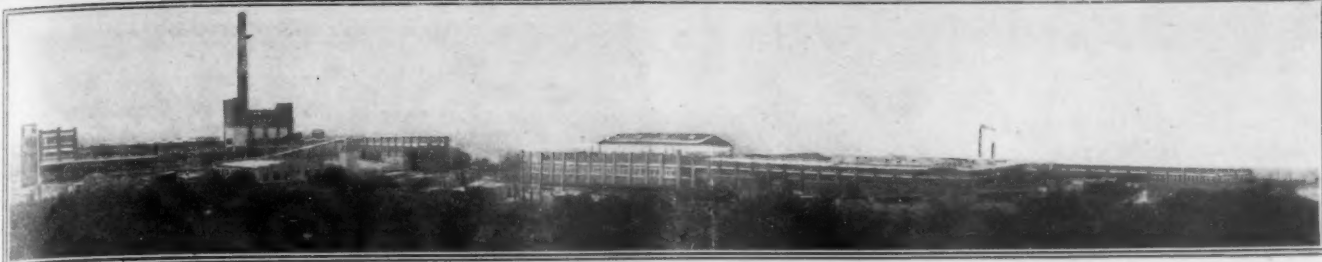
**HAVANA, CUBA.**—The Havana club is playing a splendid part in the national affairs of the republic. The following is one of a number of instances. The Havana Harbor situation which threatened seriously to cripple trade was taken up by the club and ways and means were suggested and acted upon. A letter was posted to the Honorable President of Cuba in the name of the Club, by President Julio Blanco Herrera. On July 5th the club received a cable from the Acting Secretary of Commerce and Labor at Washington inviting them to send a Rotary representative to an international meeting in Havana. Acting Secretary W. M. Daniel cabled a reply that the club could not send a representative but would co-operate with the Cuban Government, and suggested consulting the officials of the Cuban Government. The recommendations of the Havana Rotary Club were immediately acted upon and approved without exception.

**STREATOR, ILLINOIS.**—Sid Smith the creator of the world's famous Andy and Min Gump was the recent guest of the club. Sid was persuaded by his friend Rotarian C. C. Cray to give the boys inside dope on the cartoon game. He responded by tacking up a few sheets of paper on the wall and proceeded to caricature several of the members. He ended by making a life-sized portrait of the Honorable Andy which is now framed and permanently adorns the walls of the Rotary club room.

**FT. MADISON, IOWA.**—Taken for a lunatic and "locked up in durance vile" was the fate of Frank Jennings the advertising manager of THE ROTARIAN, on his recent visit to this city. Rotarian Jake Perkins, Warden of the State Penitentiary, knowing that Frank was to pay him a visit planned a "real reception." Together with several of the prison authorities they framed up on Frank. As soon as the train arrived the city officers brandishing handcuffs and displaying their shining stars arrested him. He was hurried to the prison, photographed and the Bertillion measurements and finger prints were taken. He was then placed in a cell and kept there until Warden Perkins secured his release. As it was a holiday the prison band was practicing and immediately on Frank's appearance in the prison yard struck up *Here Comes the Bride* while he was gayly escorted down the line by two burly grinning negro prisoners. Frank says it was so serious for a while he really thought he was being taken for Jimmy Valentine.

**KIRKSVILLE, MISSOURI.**—The best way to judge a man's standing in the community is to ask the kids. Ask any kid in Kirksville.  
(Continued on Page 144)





The New and Complete Plant of the Upson Company at Lockport, N. Y.

# The Rotarianism of Upson Board

by

Alex. F. Osborn—Rotarian

AS alluring as the Aladdin-like magic of Fulton, Howe, Good-year, Westinghouse and Edison—is this fact-story of two young Rotarians.

Almost since they started to vote, these two young men worked, ate and slept "fiber" of various kinds.

Seven years ago they saw the vision of a thoroughly *dependable* wall-board! So they dreamed, studied, planned, and experimented, month after month, to produce a more perfect board.

They succeeded and Upson Processed Board was the result.

Then—and only when the board had been tested and found superior did they determine to begin the making of it—and to market it under the belief that merit would win.

Within two years a new factory had to be erected to supply the demand for "The most Dependable board made in America". Every year new buildings have grown up.



This month, the "Upson Boys" will start the wheels of the most recent addition, which will give to the Upson Company the largest and most modern wall-board plant under one roof in the world.

But size of plant means nothing to the Upsons. They care less for the reputation of *quantity* producers than they do for the reputation of being quality creators.

Their pride is in the dependability of the Upson product with its record of less than one complaint to every 4,000,000 feet sold and used.

We as Rotarians believe that Mankind seeks the good—the enduring—and the dependable; that painstaking effort, high ideals and honorable principles in the conduct of industry bring satisfaction to the user and success to the manufacturer.

And I believe that the Upson Company has won its place in the sun—simply by measuring four-square to that threadbare but golden slogan: "He profits most who serves best."

ville if he knows Doctor George Still, President of the Rotary Club, and he will immediately let out a yelp of delight. The following is one of the many instances why the kids as well as the citizens cheer for the Doctor. When the circus recently came to town, George bundled the crippled children of the A. S. O. Hospital into wheel chairs and, accompanied by the nurses as guests, they were whirled to the circus in autos. After watching the animals and feeding the monkeys peanuts by special permission, they were wheeled into the main tent ringside by willing assistants made up of the Doctors of the Hospital staff and a visitor, Frank R. Jennings, Chicago, Advertising Manager of the ROTARIAN.

EVANSVILLE, INDIANA.—President Frank H. Hatfield on the completion of his term of office had a most pleasant surprise awaiting him when he was presented with a fine gold watch from the club members. Sam Orr in a presentation speech led the ex-president to believe he was going to receive a large Victrola, having an empty Victrola box placed in the middle of the room, and then side-stepping, handed Frank the watch.

NEW ROCHELLE, NEW YORK.—The Mt. Vernon Rotary Club as guests of the New Rochelle Club brought along their best golfers, who were defeated in a closely match game. After a sumptuous dinner at Wykgyl Country Club, the Rochellites staged a vaudeville program with special stunts in honor of Mt. Vernon.

VICTORIA, TEXAS.—One hundred milk fed chickens were part of the menu at a roast chicken barbecue given by the club in honor of Victoria's Rotary Birthday. The guests were the families and friends of the club.

STAUNTON, VIRGINIA.—The birth place of President Wilson celebrated its affiliation with the I. A. R. C. in true southern style. At the first organization meeting, guests from Richmond, Roanoke, Lynchburg, Norfolk, Newport News, and other Virginia cities were present. Mack Bullington of Richmond presided and

## Circus Day in Kirksville



*When the circus comes to town in the above Missouri hamlet, Doc. Still, Rotarian, takes all the kids he can find who don't walk to the Big Top in one-man power autos.*

installed the new officers. The visitors brought along their own song leader and special talent and started the new club off right by showing them how a Rotary club

## O, Skinnay!



*Gee, look at this! It's Camp Rotary at Horseshoe Lake, West Branch, Michigan, where Bay City Rotary took a bunch of kids for two weeks this summer.*

could loosen up and stage a real program. The Staunton Club is already playing an important part in the civic affairs of the city.

## Whipsawed, by Heck!



*The hard customer between the two guards here depicted at the entrance to the Deputy Warden's Office of the Iowa State Penitentiary, is Frank Jennings, Advertising Manager of this magazine. He was pinched for insecticide.*

MIAMI, FLORIDA.—The secretary of the Y. W. C. A. in a special letter to the Club writes that in the street circus to raise the campaign budget that the Rotary Club earned more money than any other concession on the midway. The club is personally complimented for the way in which it helped, and the part it is playing in the civic life of Miami.

AMSTERDAM, NEW YORK.—Following the trail of the pilot car which alone knew the destination and which placarded the road as they went, the club was taken in autos to Indian Head Inn, where an old-fashioned picnic was staged. Each Rotarian wore a sign the size of a soup plate in which his name was printed in large letters. Informality was the dominating feature and in spite of the fact that each Rotarian's first name was in large black letters, two dollars and sixty cents at ten cents per was collected in fines from those whose dignity could not allow them to forget the "Mr." and "Mrs." on their respective neighbors' names.

NEW YORK CITY.—Nearly two thousand returning Convention guests are singing the praises of the New York Rotary Club. On special invitation 1990 Rotarians took advantage of the club's invitation at Atlantic City to visit the "Premier City." One hundred and forty-two motor cars belonging to the members were on hand Saturday and Sunday morning at the disposal of the guests. In addition, sight-seeing busses

were run all day for the special benefit of the visitors. Nearly two thousand took advantage of the Bear Mountain and West Point trip. The Newburgh and Peekskill Club assisted in this trip by sending twenty autos which were kept running all day between Bear Mountain and the Military Academy. Thru the Irving National Bank, represented by John Williams, the Western Union represented by Jim Nathan, the L. E. Waterman Company represented by Eddie Kastner, these places were opened and all courtesies placed at the disposal of the guests. In the sail up the Hudson and the Bear Mountain trip 390

(Cont'd on Page 151)



# THE TONAWANDAS



## *"The Strategic Location For Our Plant"*



### **In the Heart of America The Tonawandas**

1. The Chief Marine and Rail Gateway between the United States and Canada, and between The Great Lakes and The Atlantic.
2. Reliable and cheap electric power from Niagara.
3. Superior labor supply with open shop the rule.
4. Within 12 hours' ride of 70% of United States' and 80% of Canada's population.
5. Basic raw materials and diversified manufacturing within or close to the community.
6. Progressive living and working conditions; center of rich agricultural and fruit belt; equable climate.
7. The billions of financial resources of the Buffalo-Niagara Frontier District.



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For  
This  
Booklet**

**B**USINESS strategy requires us to locate the factory in the midst of raw material sources, cheap and certain power supply, where satisfactory labor conditions are time-proven, where financing is ample, and where our markets are within arm's reach.

"Our raw materials and our finished goods can be delivered expeditiously and cheaply by water on the Great Lakes or New York State Barge Canal connecting Great Lakes with the seaboard, and by the national trunkline railroad, touching The Tonawandas.

"Our sales efficiency will be greatly increased for we will be within overnight reach of most of our market—the giant part of America's buying power.

"We can get the greatest production at least cost from electric power generated at nearby Niagara.

"For years the labor conditions at The Tonawandas have been the best—stabilized by unusual housing, living, recreational, and educational advantages.

"Finally: Gentlemen, the financial resources of this section are measured by the billions.

"Let's send for the complete facts."

**Chamber of Commerce of the Tonawandas  
Tonawanda, N. Y.**

Cut out this corner as a reminder to write for Illustrated Booklet of the Tonawandas, free. Please use your letterhead.

All Rotary Hotels

# Hotels Statler

**BUFFALO**  
450 Rooms 450 Baths

**DETROIT**  
1000 Rooms 1000 Baths

**CLEVELAND**  
1000 Rooms 1000 Baths

**ST. LOUIS**  
650 Rooms 650 Baths

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2200 Rooms 2200 Baths  
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Every guest-room in each of these hotels has private bath, circulating ice-water and other unusual conveniences. A morning newspaper is delivered free to every guest-room. Club breakfasts.

## AT THE STEEL PIER ATLANTIC CITY CONVENTION

Were you in the hall when the silk banners were presented to Ponce, Porto Rico and Buenos Aires, Argentina?

These banners were presented by the Pittsburgh Club, as Frank Lanning, a Pittsburgh Rotarian, had organized them.

*Do you want such a banner for your club? If you do, the*

*Bunting Stamp Co.*  
can make it.

713 Liberty Avenue  
Pittsburgh, Pa.

Chas. H. Bunting, Rotarian

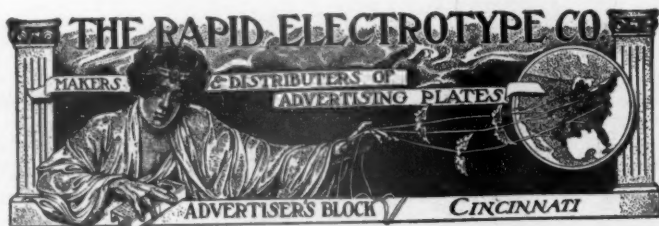
## Expert Decorating Successful Exposition Management

We execute all details. We assume all responsibility. Gatherings and functions of all kinds—far or near, large or small, it makes no difference.

*Committee Chairmen Should  
Write or Wire for Estimate*

**George E. Fern**  
ROTARIAN

1252-1254 Elm St., Cincinnati, Ohio  
Official Cincinnati Rotary Decorator



W. H. Kaufmann, President and Treasurer, Rotarian

## Boys' Work (Continued from Page 133)

have appointed a Boys Work Committee each one of whom is the chairman of a sub-committee of five, with responsibility for a definite phase of Boys Work. The names of these sub-committees are: Finance; Co-operation with other organizations and Civic Authorities; Health, Physical Development and Recreation; Vocational Guidance and Employment; Colored Boys; Criminal and Probation Courts; Speakers and Entertainers; Co-operation with Boy Scouts; Americanization and Education; Co-operation with Community Service and Y. M. C. A.

Enid, Okla. Population 20,000

President Cansler tells of taking forty-seven boys in motor trucks to a state Park 65 miles from Enid on a three-day camping trip. He says, "Several boys caught their first fish, which of course was worth the whole effort of the club, not to mention all the fun, bathing, boxing, field meet, ball games, etc., and the fact that some of them also learned to swim. The Rotarians that visited the camp and helpt had the time of their lives also, and will go again next year, and many more with them."

Orange, Tex. Population 10,000

A grand total of over \$12,000 to be used for furthering boys' work in Orange, Texas, for the next three years has been raised by Chairman Ewell T. Drake, Secretary Simmons writes. Some of this will be spent for the Boy Scouts, sponsored by the Rotary club, and the rest for general welfare work. Governor Stark writes that the Orange Rotary Club has raised \$5,000 for an industrial and athletic secretary for the Y. M. C. A., and \$20,000 for a playground for the children; a block of city property has been tendered them for the use of a permanent playground in Orange.

Milwaukee, Wis. Population 425,000

Chairman Rost reports that \$11,000 was raised to enable poor boys to finish their high school course.

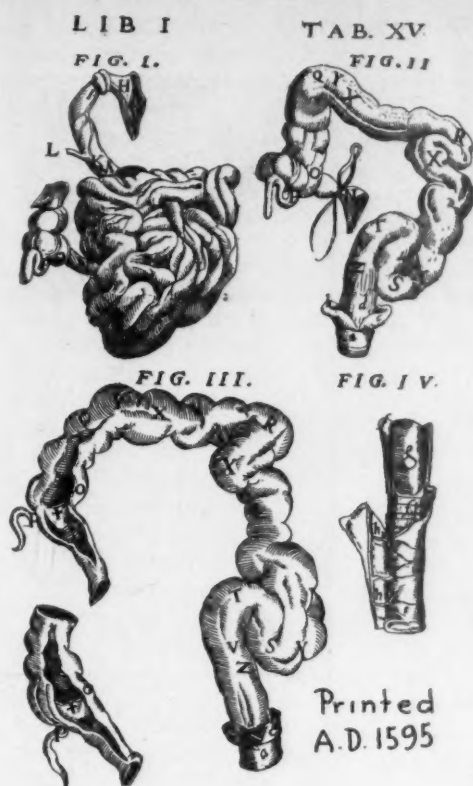
Bluefield, W. Va. Population 14,000

Chairman T. O'J. Wilson writes: "We secured a list of 15 of the most underprivileged boys in this city—the very little fellows who have been giving the police so much work—and found 15 Big Brothers for them. Nearly every Big Brother is doing fine work and the police report that they are having less trouble with these boys."

All the boys who graduated from high school, 22 in number, were entertained at luncheon. Three of the Rotarians gave brief addresses, urging the boys to go thru college and every boy promist that he would. The same interest is being devoted to the grammar school graduates with the

(Continued on Page 148)





**CASPARI BAVHINI**  
**BASIL. MEDICI ANATO-**  
**MICI ET BOTANICI ORDIN.**  
 &c. in suam humani corporis Ana-  
 tomen,

**P R A E F A T I O.**

**H**OMINIS, quia veteribus <sup>μυστρί</sup> μυστρί <sup>πύλιν</sup> πύλιν  
 & quodam <sup>κατὰ</sup> κατὰ <sup>τὴν</sup> τὴν <sup>ἐξ</sup> ἐξ <sup>ἐκείνων</sup> ἐκείνων  
 eius forma ceterarum omni-  
 um perfectionem complecti-  
 tur: siquidem essentiam, cum  
 elementis. vitam, cum plan-  
 tis: sensum, cum animalibus: intelligentiam,  
 cum formis diuinis communem habeat) (sub-  
 stantiam constituentia Medicinæ Parens Hip-  
 pocrates, <sup>ἡ</sup> ἡ <sup>ταύτης</sup> ταύτης <sup>ἐν</sup> ἐν <sup>τῷ</sup> τῷ <sup>κόσμῳ</sup> κόσμῳ  
 ἡ <sup>ἐν</sup> ἐν <sup>τῷ</sup> τῷ <sup>κόσμῳ</sup> κόσμῳ <sup>ἡ</sup> ἡ <sup>ἐν</sup> ἐν <sup>τῷ</sup> τῷ <sup>κόσμῳ</sup> κόσμῳ  
 & Medicorum Co-  
 ryphæus <sup>ὁ</sup> ὁ <sup>Γαλένης</sup> Γαλένης, <sup>Πατέρα</sup> Πατέρα <sup>ἐκείνην</sup> ἐκείνην  
 siue continentia,  
 contenta & impetum facientia vocatur: cu-  
 iusmodi esse dicit <sup>ἡ</sup> ἡ <sup>ἐν</sup> ἐν <sup>τῷ</sup> τῷ <sup>κόσμῳ</sup> κόσμῳ  
 ἡ <sup>ἐν</sup> ἐν <sup>τῷ</sup> τῷ <sup>κόσμῳ</sup> κόσμῳ <sup>ἡ</sup> ἡ <sup>ἐν</sup> ἐν <sup>τῷ</sup> τῷ <sup>κόσμῳ</sup> κόσμῳ  
 mores & spiritus. Continentia, <sup>ἡ</sup> ἡ <sup>ἐν</sup> ἐν <sup>τῷ</sup> τῷ <sup>κόσμῳ</sup> κόσμῳ  
 res nuncupat, ut quæ comprehendant tegat-  
 que humida: contenta, humores, ut qui à soli-  
 dis comprehendantur: & impetum facientia,  
 spiritus, ut qui momento temporis & facile,  
 & c.

**T**HE above picture of the alimentary tract, including the accurately located vermiform appendix and the Latin text are copied from an old book printed in 1595, a few years after printing was invented, which proves that anatomy of the appendix was known many years before the pathology of the disease was known by the profession.

Our desire is to demonstrate, that although the appendix was known for many thousand years before the disease appendicitis was understood, the disease is none the less serious and nobody thinks of denying its existence by asking the fool question, "If people always had appendicitis, why didn't medical science discover it before the latter part of the nineteenth century?"

Why then should intelligent people ask:

**"If Osteopathy is such a wonderful therapeutic science, why wasn't it discovered until 1874?"**

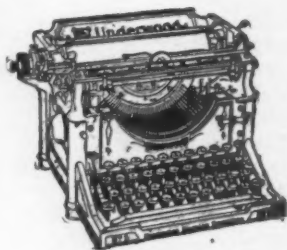
The fact is many people don't understand it yet.

If you want to be better acquainted with Osteopathy, write us for the name of your nearest Osteopath

**George A. Still, Rotarian,  
 Kirksville, Mo.**

**O**STEOPATHY is the science of the structure and uses of all parts of the human body. It is the art of correcting derangements of these. As a science it requires the most intimate knowledge of anatomy, physiology and diseases. As an art it demands the highest degree of manipulative skill.

## Why Buy a Typewriter Because Someone Says It Is



**"JUST AS GOOD" as the  
UNDERWOOD**

*Buy the Machine which is the  
Standard of Quality*

**SPEED—ACCURACY—DURABILITY**

*In love or  
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To draft a political platform  
or pen a billet-doux  
The unfailing reliability and  
ready convenience of

**Waterman's  
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Recommends this world-famed  
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To all parties concerned

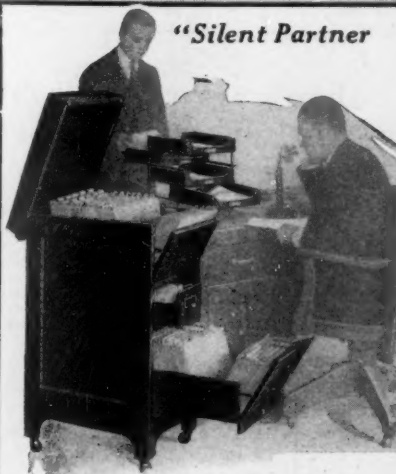
Three Types  
Self-Filling, Regular and Safety  
\$2.50 and up  
**Sold by best dealers**

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Rotary Luncheons held at the ALAMAC every Tuesday  
Rotarian H. Latz, Mgr.

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**AUTO-DESK** When an Important Customer is on the Phone—

talk authoritatively—with no guesswork or delays—and clinch the deal then and there. You can—with the Auto-Desk Companion beside your desk. Within its compact case your data, card index, special and department matters are rapidly filed and instantly accessible.

**AUTO-DESK** Slide out or suspend from either end. Speed up your office distribution. Quick access—greater capacity—take little space. Send for catalog No. 11-B describing complete Automatic Wood-Steel Index and 30-DAY FREE TRIAL at our risk or all expense.

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Will not smut, dry out or wrinkle; superior wearing and manifold qualities; will not soil the hands or stationery; makes clean, legible copies. Sold direct at factory prices; all colors in light, medium and standard weights. Send \$1.50 for sample box of 50 sheets, legal size. State and weight desired. Money back if not pleased. Address Dept. 6. **THE RIBBON WORKS, Galveston, Texas**

hope of getting them all started in high school this fall.

The establishing of playgrounds is receiving the club's attention also, \$1,400 already having been raised for the work. One playground is nearing completion now in the heart of the most thickly settled district in the city where the "toughest" boys are living, and a second is to be located in a similar district.

**Casper, Wyoming** 9,000 population

Marion P. Wheeler, Chairman of Boys Work at Casper, Wyoming, has given us an interesting account of work being accomplished for the boys in his city. The Rotarians have established a beautiful camp in the mountains about thirty miles from town, where the fishing is good, for the benefit of the boys during the summer, and they are now working on a week-end camp for use by them in the fall after school commences and in the spring before school closes.

**Lethbridge, Alta. Canada**

11,000 population

Sam Porter writes that the Rotary Club had a meeting devoted to Boys Work, with the result that the Club was inspired to purchase \$900.00 worth of play-ground equipment for small children to be placed in the public parks of their town. Also, in conjunction with the Local Council of Women, Rotary has arranged for supervisors to look after the play-grounds.

**Wilmington, North Carolina**

30,000 population

From the Neighborhood News, Wilmington, North Carolina, we received a clipping telling of the work being done for underprivileged boys by the Rotary Club of that city. The following excerpt is of interest:

"The Wilmington Club on Tuesday evening, May 14th, will formally dedicate the club room which has been fitted up in the basement of the Y. M. C. A. building. This room will be turned over to the boys and the Rotarians intend to help here, and it will be used as headquarters by these boys. The Rotarians pledged themselves to raise \$1,000 to defray the cost of the club room, and to equip same. In 1921 the club has pledged \$2,000 and to maintain the work on a progressive basis in future years. It is proposed now to employ a boys work expert who will give his full time to the work. Until such an expert is obtained the work will be carried on under the direction of Rotarian Odis Hinnant, city boys work secretary.

**Muskogee, Oklahoma** Population, 45,000

Twenty-five members of the Muskogee, Okla., Rotary club armed with hammers, saws and hatchets took the hottest day of the summer to build a boy's camp. A permanent building was erected in one day by the volunteer workers on a camping spot near the city. The clubhouse is to be used as a center for Boy's Work activities of the club. The motto of Muskogee

(Continued on Page 150)



### Rotary Emblems for Office or Window Displays

6 1/2 inches diameter Metal Wheels, enameled on a dark Oak Shield

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# Abolishing God

THE French revolution solemnly abolished God by Act of Parliament; but later the French people felt constrained, hat in hand, to invite Him back into their company. Perhaps the *entente* has since never been completely cordiale, but France has maintained polite relations with God.

AS a matter of fact, human life and human relations are unworkable without active participation of the idea of an immutable principle of justice and righteousness. If we discard God, we discard all ideas of right and wrong, responsibilities and obligations. Human society is impossible without such restraints. God is, therefore, a necessary foundation, without which our social structure would be compelled to support itself in the air.

GOD being taken for granted and admitted as a member in good standing of our society, is it not incumbent on us to consider, to some extent at least, His prejudices in playing the game? God, for instance, appears to have a special prejudice against hogs. Both the Hebrew Bible and the Mohammedan Koran forbid the use of pork. Witness also the incident of the Gadarean swine. If the people who supply commodities to their fellowmen play the hog, they may take it for granted that God will disapprove. If employers play the hog with their employees, they may have similar assurance. It is a healthy and wholesome practice in the conduct of life to refer questions of doubtful morality to the judgment of God; and if one does not admit the existence of God, to assume His existence, for the sake of argument, and try to figure out how He would decide if he really existed.

BE assured, however, that if there is actually and finally nothing in "the whole darned scheme" that corresponds to the conception of God, then nothing is right and nothing is wrong. If being born, and eating, and accumulating, and begetting and dying are the sum and substance of life, then every living man, woman or child is a fool if he, she or it doesn't grab and hold everything he, she or it can lay hands on, and there is nothing reprehensible in the conduct of the thief, the prostitute, the murderer or the Bolshevik.

—Winnipeg Rotary Whizz.

## Revised Constitution I. A. of R. C.

AT THE Atlantic City Convention a number of important changes were made in the Constitution and By-Laws of the I. A. of R. C. These have all been reported in *The Brief Story of the Convention* which has been mailed to all clubs. Now we have a new edition of the Constitution and By-Laws revised to contain the amendments enacted at Atlantic City. A copy is being mailed to the Secretary of each Rotary Club. Club presidents and others interested can borrow the Secretary's copy, or any Rotarian can have a copy upon making request for it from the Secretary-General. The necessity for strict economy has made it impossible to distribute this pamphlet as widely as we have hitherto done.

—R—

"Redwood Bailey," the famous American Indian, was arrested some time ago for a "seditious" speech made to a street crowd. The "cop" taking him in charge said: "If you don't like this country, why don't you go back where you came from?"



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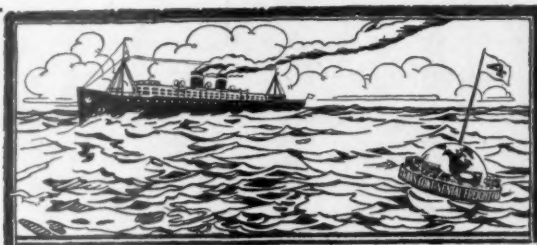
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Visiting Rotarians will please make themselves known

Rotary for the year is to make every boy a Boy Scout. The boy's camp has been named Camp Stewart in honor of President Oscar Stewart of the local club.

**First U. S. Oil Burning  
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REPRESENTING what is said to be the greatest advance in American Marine Engineering in many years, the Diesel-driven ore carrier *Cubore* started on her maiden voyage to Cuba recently after a successful trial trip.

The *Cubore* is propelled by a two-cycle oil engine of 3200 horse-power. Designed by an American, Arthur West, built by Americans, for use in an American ship, this powerful oil engine is the first successful American attempt in a field that has been dominated up to this time exclusively by European nations. The *Cubore* will be used for carrying ore from the Bethlehem Steel Corporation's Cuban properties to its plants in this country. The vessel is 469 feet long, 57 feet in breadth, and 37 feet in depth. Her deadweight tonnage is 11,500.

**The Caddie's Chance**

A CERTAIN Western Congressman, a golf enthusiast, who, when he came to Washington for the first time, was accustomed to get to the Chevy Chase Club's links early in the morning, when there would be no one to witness his lack of skill.

On one occasion a caddie had followed him to the tee and offered to go to the course with him for the modest compensation of fifty cents.

"I don't need you, my boy," said the Representative. "I'll go it alone," and as he spoke the Westerner, making a tremendous swipe at the ball, missed it by a foot.

"I'll go round with you for a quarter, sir," said the caddie.

Again the amateur declined the caddie's attendance; and again he swung at the ball with the same result.

"I'll go with you for fifteen cents," said the boy.

This so rattled the newcomer that he made three more wild swings. The caddie, as he retreated a bit, called out:

"Say, mister, won't you take me round for nothing? I'll go for the fun of it."

**Be a "Pep-ti-mist"**

A PESSIMIST closes an eye, wrinkles his face, draws up the corner of his mouth and says: "It can't be done."

An optimist has a face full of sunshine. He beams on you and says: "It can be done"—and then lets George do it.

But a "pep-ti-mist" takes off his hat, rolls up his sleeves, goes to it and does it.

—Rotary Dodger.



## The Rotarian's Forum

(Continued from Page 137)

more clubs need today above any other one thing, and when a Rotary Club has successfully and truly educated its members in Rotary, then the benefits that may accrue to the community will follow as a natural result.

Men who are truly Rotarians love to serve. Every Rotarian is an asset to his city, and the more true Rotarians a city has within its limits, the greater will be that city.

I believe that a large city containing a thousand Rotarians is better than the same sized city containing one hundred Rotarians. It is true that any separate club should have only one member to represent each classification, but is there any reason why one Rotarian should hold his classification for an entire city of a million people?

If Rotary does not adopt a more liberal policy toward large cities, it is going to lose out in those cities. The world needs Rotary today and the way to give Rotary to the world is to make Rotarians and the way to make Rotarians is not to make bigger clubs; but to make better clubs, and more of them.

—James W. Briscoe is first past president of the Rotary Club of Santa Barbara, Calif.

## Club Notes

(Continued from Page 144)

Rotary clubs were represented. Pete Snedecor, Crawford C. McCullough, Bob Timmons, Emmet Galer and Mrs. Chesley R. Perry were among the honored guests. The New York club spent thousands of dollars and feels highly honored to have entertained so many distinguished guests. The Convention Visitors' Day was in charge of Chas. A. Pearson, Chairman. President J. Knoepfel, and Director Bob Hatch who are largely responsible for the splendid entertainment of the visiting Rotarians.

DUBUQUE, IOWA: Festivities at a Rotary picnic were rudely interrupted by the entrance of Sheriff Frank Kennedy leading a disreputable individual by the coat-sleeve. In driving by he had come across a long-wanted tramp who had been spreading undesirable propaganda. The captured "gent" immediately launched into a tirade of abuse against capital and everything in true I. W. W. style. While the crowd's ire was being raised to the boiling point his listeners yelled to "lock him up again." Sheriff Kennedy grinned. The disheveled stranger removed his camouflage and before them stood a man in clean attire. It proved no other than C. E. Swayze of the North-West Warriors Committee who is combatting Bolshevism. He gave a fine speech on how to combat Bolshevism.

THE ROTARIAN

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LYNCHBURG, VIRGINIA: As guests of the Lynchburg Female Orphans Asylum, Rotarians were taken back to their childhood days as they rompt and played real kid games with their little hostesses. The children were taken for a long automobile ride immediately on the arrival of the Rotarians at the orphanage. The little girls staged a program which began with a swimming exhibition. After dinner, the orphanage orchestra of six little girls under the leadership of J. A. Lloyd played old familiar airs, and the Rotarians and children alike joined in the singing. The home is the gift of Samuel Miller, who gave \$303,000 in money and land for the establishment and endowment of the orphanage. On their departure the Rotarians presented each child with a box of candy.

MANCHESTER, ENGLAND: The Golf Handicap Tournament with handsome prizes has stimulated much interest among the members.

COLUMBUS, OHIO: The Rotary Golf team defeated the Lancaster Club 28 to 20 at the Scioto Country Club. After the match the Lancaster golfers were the dinner guests of the Rotary Club. Columbus has issued challenges to Springfield, Zanesville, Newark and Coshocton Rotary golfers.

TERRE HAUTE, INDIANA: The club was the specially invited guest of the Boy Scouts at Kinneuma Camp, at a regular picnic dinner.

SHAWNEE, OKLAHOMA: The Educational Committee recently staged a novel play program. The characters impersonated were taken from the article, *The Translation of Abraham*, that appeared in the May ROTARIAN. The chair in solemn manner arose and stated, "We have a selfish man who wishes to join the club to secure more business." The Committee arose and asked if the rascal was present and the Chair thundered out that he was and would be pleased to hear from him. John Doe—a member impersonating the guilty man—arose and made a plea for mercy. The chairman arose, and gave a fine talk on the meaning of Rotary and introduced the applicant who was read the charge and was made to sing the Rotary anthem. The members are unanimous that this is one of the best articles that has yet appeared on the subject of Rotary education.

ATLANTIC CITY, NEW JERSEY: Rotarian Joe Coupland, the hustling travelling passenger agent of the Cunard Steamship lines, New York City, was an interested spectator and guest at the Atlantic City Convention. Joe is hoping that next year's Convention will be held abroad so that he can help



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have a part in showing Rotary what royal hosts our neighbors are "across the pond."

**TWIN PORTS, MINNESOTA:** A hundred Duluth and Superior Rotarians motored sixty-five miles to Eveleth to attend the institutional meeting of that club. They were met by the Eveleth and Virginia Rotarians accompanied by bands and escorted thru the principal streets to the auditorium where a sumptuous banquet was served. Herbert Warren of Duluth presented the charter and after a number of inspiring talks on Rotary, the meeting was turned over to Bill Pryor of Duluth, who put on vaudeville stunts galore in his inimitable style.

**SYRACUSE, NEW YORK:** The Club is co-operating with the Child Welfare Association in completing an open air pavilion for sleeping accommodations for about fifty undernourished children at Hillcrest Camp.

**TORONTO, ONTARIO:** Eighty-nine boys, all members of the boys' club which the Toronto Rotary Club is helping to establish for the underprivileged boys were guests at a recent picnic. At the playground, baseball, swimming, chasing cows and "doing nothing" were enjoyed by the devotees of the respective sports. Taylor Statten, National Boys Work Secretary for Canada, gave an illustrated talk.

**MOOSE JAW, SASKATCHEWAN:** The club celebrated its fourth anniversary in an unusual manner. The past presidents and seven honorary members, beginning with "Daddy" Hare were the speakers and guests of the day. The club recently sponsored and assisted in the organization of the clubs at Weyburn and Swift Current. A joint picnic of the Kiwanis and Rotary club resulted in a more harmonious understanding in working together in matters of public good and civic enterprise.

**FORT DODGE, IOWA:** The Rotary Club here has instituted an unique program squad system which proved a big help in increasing the weekly attendance. The club is divided into squads of four members each, and each squad is responsible for the program at one regular meeting. The plan has been used for two months and a wide variety of programs have been given, all of which help to keep up the Rotary spirit and get members out for the meetings. During high school graduation week, all of the senior high school boys were invited to the weekly luncheon and a "go to college" rally was staged. Several weeks prior to this, the boys finishing the eighth grade this spring were invited to luncheon and urged to attend high school. At the luncheon following Memorial day, all veterans of the Civil War were guests of Rotary, patriotic speeches were given and there was music by the fife and drum corps of the Boy

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The visitor understands flower language in common with you

He likes you because you like flowers

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Scouts. At one luncheon a Salvation Army rally was staged, music and talks being given by local Salvation Army officers. Doughnuts and coffee proved a special feature for the luncheon menu and the meeting closed with a drum collection. Getting better acquainted with farmer friends occupied another meeting. One hundred farmers from thruout the county were invited to luncheon. There were talks by Rotarians and farmers.

CHARLOTTETOWN, PRINCE EDWARD ISLAND: *An Englishman's Impression of America*, was the subject of an interesting talk given by Alfred Peters, Secretary of the Sheffield, England, Club, who is visiting the Rotary Clubs of Canada and the United States.

BLUFFTON, INDIANA: A recreational director was employed by the club for the summer to teach the boys and girls mass play, and games. In less than a half day after the plan was put forward, money was raised to pay the playground director a good salary and buy whatever equipment was needed. The director's time is divided between three schools, and already nearly two hundred boys are receiving the benefit of this splendid work.

LAWRENCE, MASSACHUSETTS: "Sure was some slick time," is the unanimous opinion of over a thousand under-privileged youngsters who were Rotary guests at Canobie Lake Park. After a big parade, nine trolley cars were waiting to carry "the kids" to the park. Ball games, races, swimming, eats and roller-coasting were the main sports. The boys were divided into smaller groups and boxing bouts with large pillow gloves were held. There were no k.o.'s but many knockdowns.

DODGE CITY, KANSAS: Here is a list of some of the things consumed by the nearly 1,100 boys and girls at the Annual Rotary picnic: 85 gallons of ice-cream; 5,000 ice-cream cones; 3,000 sandwiches; 135 pounds of meat; 2,400 wienies; 2,040 bottles of pop; 380 gallons of lemonade. The Rotary Club furnisht the transportation to accommodate all of the boys and girls who went as guests. Precautionary measures were taken to protect the children from injuries, two doctors and a nurse being present all day to take care of the injured. The same program will be repeated next summer.

LA SALLE, ILLINOIS: A dozen would-be candidates clamored for the nomination for President at a mock Republican Convention recently staged by the club. Hi Johnson, Gen. Wood, Charley Chaplin, and Bill Bryan, were pulling wires which resulted in a hopeless deadlock. Rotarian A. J. Wilson, acting as Henry Cabot Lodge, wielded a rusty hatchet and compelled the



delegates' attention, his platform being a three hour day. W. F. Stevens spilled a lot of oratory nominating his candidate—not knowing why. The deadlock convention ended in a riot of fun as nobody could pick a winner.

**MCPHERSON, KANSAS:** Pitching horse-shoes, playing ball, "chasing cows" and funny races were on the list of amusements at an old-fashioned picnic, given by the club on the old Santa Fé Trail. The spread was prepared by the club members' wives and daughters. President Kern just back from Atlantic City gave a talk on the Convention.

**NEW YORK CITY:** President Knoeppel received the following cable from Rotarian Louis Hoffman, on the Steamer *Princess Alice*:

Skagway, Alaska,  
President R. Knoeppel, McAlpin Hotel,  
New York City.

"Just think only seventy people of the one hundred and twenty million people in the United States and Canada saw the Midnight Sun, the gigantic beautiful wonder, June 21st. Scenery thru Pacific inside passage, Yukon railway, and river touring, unequalled by my many past wanderings. Every day making living more worth while."

LOUIS HOFFMAN.

**DUBUQUE, IOWA:** Without hesitating to ask why, the club pledged \$500 to send 50 boys to the summer camp. The camp is conducted by the Boys Scout council, the scouts paying for their own expenses. Last year the club sent 40 boys to the Black Hawk Camp, paying all expense. Assurance that the State Board would do all in its power to establish a State Park in the county was given the Rotary Club by the state officials at a recent meeting. The club has been working on this project for some time. The park will have scenic beauty as well as recreative features. The Rotary club is enlisting the aid of every club and welfare organization so that their ambition will be immediately realized.

**TROY, ALABAMA:** The club recently erected a fish lodge on the Cunecuch River at which all Rotary meetings and entertainments are now held. The club entertained a party of Montgomery Rotarians to a big fish fry, the fish being freshly caught and served by the members of the club.

**NANAIMO, BRITISH COLUMBIA:** The club conferred honorary membership with appropriate ceremonies, on Col. Collingshaw, famous Canadian Ace, on his departure for India. Rotarian Collingshaw has received from the French, English, Belgian and Greek governments the highest war decorations for heroic service. He

had just returned from thirteen months service in Russia against the Bolsheviki.

**LETHBRIDGE, ALBERTA:** Not satisfied with establishing two playgrounds the club in co-operation with other welfare organizations hired a trained supervisor to teach the children folk dancing, group games, story-telling and patriotic drills. The citizens responded by a special tag day, the money going to purchase special equipment for the playgrounds.

**WILMINGTON, DELAWARE:** The club backt up their interest in boys work by underwriting the amount of twelve hundred dollars, the full cost of establishing a Boys Scout camp on the Chesapeake.

**TOLEDO, OHIO:** Believing the best music is none too good for Toledo, public spirited citizens assisted by the Rotarians are raising funds to organize a symphony orchestra that will be on a par with the Detroit, Cincinnati and Boston Symphony Orchestras.

**KEWANEE, ILLINOIS:** Directing a community observance of the one-hundredth birthday of the only centenarian in Kewanee, the club gave a dinner in honor of Mrs. Sophia Pettit. Mrs. Pettit rode from her home to the Park Hotel in an open carriage escorted by the Rotary Club on foot. Old barouches, hacks, surreys and ancient automobiles were requisitioned for the parade, which was in charge of Rotarian Harry Trask. District Governor E. C. Fisher of Rock Island was the guest of honor.

**PHOENIX, ARIZONA:** Frenzied politics ended in a hopeless deadlock at a recent mock Democratic Convention staged by the club. Judge Lewis, altho a Republican, acted as chairman. In his "keyhole" speech, he announced order would be preserved even at the price of bloodshed. An ax was used as a gavel. The platform built by Rotarian Chas. Christy "covered everything and toucht nothing." Free beer, free speech, and free Ireland; free soup and three days off a week were the main planks in his platform. Russell Freeman, the "grey horse," was nominated over Jake Bunkbar in an eloquent time-killing speech by Col. Power Conway. Bill Thompson in a thrilling speech brought tears to many in his eloquent "dry plea" to consider the men who had invested their money in concrete cellars, stills and private stock. The Western Union installed an up-to-date fake wire service and congratulatory messages from Charley Chaplin, Senator La Follette, and Bill Bryan were received. Cols. Coggins and Todd made eloquent pleas for their respective candidates but were howled down. The program was in charge of Rotarian Hartfrant.



Well, I feel that I got a new lease of life by coming in personal contact with brother-Rotarians at the Atlantic City convention and in New York City where hundreds of them came after the convention to be entertained by the New York Rotary Club.

I am not counting on my relationship with the Rotary organization as a stepping-stone to get business from my brothers, but I think I get out of my membership a wealth of benefit, untainted by the dollar mark.

I know that I am a better business man because I am a Rotarian and I know that I prosper more than I would if I were not a Rotarian, because I have been taught, as others have, to practice principles of business that are bound to bring success.

I appreciate very much the fact that a great many Rotarians from all sections of the United States and other countries visited my stores while in New York, located as follows:

Three on the west side of Broadway at 30th, 45th and 99th Streets, and one in Herald Square, 6th Avenue near 35th St.

—but the thing that pleased me most of all was their favorable comment on the quality and character of the specialties I sell, namely:

**HATCH SALTO-NUTS (Mixed) \$2.25 the lb.**

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**HATCH MATINEE IDOLS (Nuttet Chocolates) \$2.50 the lb.**



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Mail orders filled promptly.  
Send for price list.  
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R. L. HATCH

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Visiting Rotarians Welcome

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Phone Main 3420

BAY CITY, MICHIGAN: The club is paying the two weeks expenses of seventy-six boys at a fresh air camp in Iosco County.

CENTRALIA, WASHINGTON: Aroused by the recent I. W. W. troubles the club is endeavoring to teach patriotism and respect for the flag. The week of July Fourth the club held an interesting patriotic "sing" and meeting. The Declaration of Independence was divided into four parts and short talks given by members on (1) Its literary value; (2) What it meant to the signers; (3) To the Colonists; (4) To you and me.

## Land of the Bens

HERE'S to the land of the Ben and Glen,  
The land of the valiant Highlandmen.  
The land of the clansmen staunch and strong,

The land of bards and ancient song,  
The land of the pibroch's thrilling strain,  
The land of the coronich's wild refrain,  
The land of the kilts and tartan plaids,  
The land of braw laddies and bonnie maids,  
The land of real hearts, warm and true,  
The land of the mist and mountain dew,  
The land of corries and lochs and linnis,  
The land of the heather and brackens and whins,

The land of the kindly Gaelic tongue,  
The land of the Ceilidh when nights are long,

The land of the peat fire fragrant reek,  
The land of the moss and moorland bleak,  
The land of a hundred sea-girt isles,  
The land of the sea-swept cliffs and kyles,  
The land of Columba's saintly toil,  
The land of Iona's sacred soil,  
The land of the glamour of legends old,  
The land where the Seannachie's tales are told,

The land that breeds freemen for Britain's hosts,

The land that breeds seamen to guard her coasts,

The land that she counts on to fight her foes,

The land she forgets, when the danger goes,  
The land of the welcoming hand and hearth  
To the Gael though he comes from the ends of the earth,

The land of the North and the land of the West,

The land of our fathers, the land we love best,

Deoch slainte, cuir Failte, air Tir nam Beann

Nan Gleann is nan Gaisgeach—Tog Cuach is cheann.

—Sir Donald Macalister.

## The Working Schedule

"HOW long has that clerk worked for you?" asked the caller.

"About four hours," replied the boss.

"I thought he had been here longer than that," said the caller.

"He has," said the boss, "He has been here for four months."



## Home, Sweet Home

THERE'S an ivy-covered cottage where  
the old folks wait for me,  
'Neath the hills of Carolina by the sea;  
In that quaint old-fashioned farmhouse I  
first saw the light of day—  
Recollection paints the scene so far away.

'Neath the clinging ivy vine there's a big  
Bull Durham sign,  
On the chicken house it says, "Take Beech-  
am's Pills;"  
On the old red barn you read that Castoria  
you need  
And the pigsty advertises Crosby's Mills.  
Oh, the back fence is held up by Paris  
Garters  
And the cow-shed sings the praise of Rubi-  
foam.  
Aunt Jemima's smiling face bids you wel-  
come to the place—  
That's the picture of my Carolina home.

There's a wooden cow that gives Unsweet-  
ened Cream  
And a can of Heinz's Beans, also Bur-  
rough's Rustless Screens  
And a life-size picture of the Gold Dust  
team.  
Oh, the corncrib sings the wear of Slide-  
tite brand Hardware  
And the windmill represents a gramophone.  
On the back porch is a sign  
Reading, "Mellen's Food for mine"—  
That's a picture of my Carolina home.  
—Rotary Bulletin.

®

## New Edition of Official Direct- ory Is Ready

THE July, 1920, edition of the Of-  
ficial Directory is now being distrib-  
uted. A complimentary copy is being sent  
to each International Officer and to each  
Club President. To each Club Secretary,  
2, 3, 4 or 5 copies are being sent, according  
to the size of the club.

Additional copies of the directory will  
be furnished to clubs at the rate of 10c  
per copy.

We are sorry not to be able to offer  
to distribute this pamphlet more liberally  
for the use of Rotarians who may be  
traveling, but even 10c per copy is less  
than one-third of what it costs to produce  
it. In other words, editorial and  
clerical work, the paper and the print-  
ing, the postage and other mailing expenses  
amount to more than three thousand dol-  
lars for an edition of ten thousand copies.

This directory is a valuable guide to any  
Rotarian who is traveling, giving him the  
location of Rotary hotels, time and place  
of club meetings, the name, address and  
telephone number of the club president  
and club secretary. Every club should  
have copies on hand to give to members  
who are making a trip away from home.

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When a thought is too weak to be  
expressed simply, it is a proof that it should  
be rejected. Clearness is the ornament of  
profound thought.—Vauvenargues.

## Bring Your Factories to Cincinnati

In addition to being the home  
of Dependable Electric Power,  
Cincinnati is a great center  
of commerce; it is near the  
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population; it is served by ex-  
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rail and water, and it has a  
high percentage of native born  
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These advantages are attract-  
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With these wonderful facil-  
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factory owner can make it or  
buy it in most other cities.

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advise us and we will send a commercial engineer to answer  
your questions and give you information and proof of Cin-  
cinnati's advantages for industrial enterprise.

Write or wire H. J. HOOVER, Commercial Manager

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Our organization offers banking services,  
widely different in character, but all ex-  
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of Concrete Floors Made  
Dustproof and Wearproof

last year by the liquid  
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disintegrate and dust. Just  
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expense of repairs, retop-  
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—It's Part of the Box—the ointment boxes  
that save time, trouble and money. Easier,  
quicker and safer to handle; sell your goods  
more readily; look neater; please customers  
more. Made in 1/4-oz. to 16-oz. sizes. Gilt  
Lacquered or Plain. Sold by all Wholesale  
Drug and Sundry Houses. Ask for them.  
Made by

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Your  
Sam-  
ples!

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Chas. F. Trotter, Rotarian

# British Exports

GREAT BRITAIN'S progress in the  
work of restoring her merchant  
marine to its pre-war tonnage is indicated  
by information forwarded to the Bankers  
Trust Company by its London correspond-  
ent.

In June, 1919, after sustaining a loss of  
almost 8,000,000 tons in the submarine  
warfare, the British merchant fleet, includ-  
ing ships built during the war, had a total  
tonnage of 18,208,000 tons compared with  
a tonnage of 20,534,000 tons in 1914. The  
figures are from Lloyd's register. Launch-  
ings from June, 1919, to March 31, last,  
were 1,307,000 tons and 1,334,000 tons  
were gained through the allocation of Ger-  
man ships.

Thus the British commercial tonnage  
afloat—excepting that part of the new ton-  
nage launcht for foreign ownership, and  
including the allocated ships—now totals  
some 20,500,000 tons, or about equals the  
pre-war tonnage. As Great Britain is lead-  
ing the world in tonnage under construc-  
tion it is possible for British yards at the  
present rate of launching to add another  
1,000,000 tons to the merchant navy before  
the end of the year.

## New Companies Organized

SHIP production is only a part of Great  
Britain's effort to reconstruct her mercan-  
tile marine. She is hurrying resumption  
of shipping service to various parts of the  
world and is inviting large investment of  
capital in shipping enterprise.

Within the past few months more than  
a score of new British shipping companies  
have been registered, each with a capital  
of \$500,000, or over. A considerable num-  
ber of smaller companies have also been of-  
fering stock to the investing public. As an  
indication of public interest in the industry,  
a \$5,000,000 shipping issue recently offered  
was oversubscribed. Among the larger  
companies is one with a proposed capitali-  
zation of \$100,000,000; another of \$25,-  
000,000 and one \$10,000,000 company.

## Resuming Pre-War Service

SERVICE resumption of the individual  
shipping lines is illustrated by the  
showing of a company in the South Amer-  
ican trade. This company now has 44  
ships in service with a total tonnage of  
about 250,000 tons, which is some 46,000  
tons in excess of its fleet tonnage in 1914.  
During the past year it secured six new  
ships from builders. It paid a 10 per cent.  
dividend on its 1919 business and added  
\$375,000 to its reserve fund.

In considering this record it should be  
recalled that the company's ships, like  
those of other British concerns, were under  
Government requisition during and for a  
considerable period after the war, which  
meant the abandonment of establish service  
and trade connections that had been  
built up over a long period of years. While  
the Government requisition of British  
shipping has been releast, a measure of  
control is still exercised by the Ministry  
of Shipping which can "direct" the sailings  
and limit the freights.

## Facing Many Problems

THIS partial control is but one of the  
handicaps giving concern to leaders  
of British shipping industry. Britain's  
maritime recovery must cope, also, with  
the problems of nationalization, the high  
cost of bunker coal (approximating 115  
shillings compared to about 15 shillings a  
ton pre-war price) port congestion, and fall  
in bulk of exports and imports owing to  
the world's lessened production.

Finally there is the competition, frankly  
admitted as being serious, of the new  
American merchant marine and the Aus-  
tralian government subsidized shipping  
line. But the obstacles are not considered  
by men who direct and speak for the pri-  
vate shipping enterprise of England, too  
great to be surmounted provided the indus-  
try is given a free footing to apply its own  
initiative to tonnage restoration and trade  
resumption.

# The New French Budget

THE most momentous finance bill in  
French history, the budget for 1920,  
has past both houses of the French  
Parliament, according to advices received  
by the Bankers Trust Company from its  
Paris correspondent. After being signed  
by the President of the Republic, it will  
become a law.

Thus will have ended a protracted  
struggle with critical reconstruction prob-  
lems in France. Normally the French  
budget is past before the beginning of the  
calendar year to which it applies, but the  
many problems involved this year have  
delayed action to a late date.

This new budget provides for expendi-  
ture nine-fold greater than that of the last

pre-war year. It also provides an increase  
in taxation almost 100 per cent over last  
year, thus raising the per capita tax bur-  
den of France from \$57 to \$99, if, for  
convenience, we calculate French money  
into dollars at par of exchange.

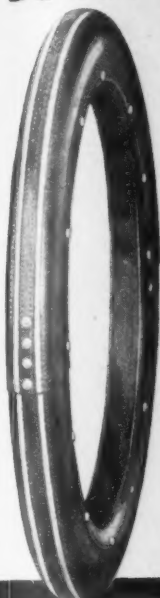
Other outstanding features of French  
finance brought out by the new budget  
estimates are:

The public debt of France today is about  
220,000 million francs. The interest on the  
French public debt is about 10,000 million  
francs, this being roughly twice the total  
national expenditure before the war.

Reduced to its simplest outline the bud-  
get of 1920 is as follows:



Do you know why  
spare shoes should  
be covered?



Tire rubber is a vegetable product, vulcanized (cooked) to develop its toughness, resist the strains and grind of the road, but is always weakened by exposure to light, heat, moisture and oil.

Tire manufacturers store in cool, dark, dry places, and wrap the casings in heavy paper for protection in the dealer's racks; there's the tip for you—cover spare shoes, use

**THE ALLEN TIRE CASE**

THE ALLEN AUTO SPECIALTY CO.  
16 West 61st St.,  
New York, N. Y.  
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## The LANDERS BROS. Co.

Manufacturers of

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## FRENCH BUDGET

1920

(In francs)

Estimated Expenditure

I. Ordinary budget .... 19,321,000,000

19,321,000,000

II. Extraordinary budget

1st Section (Not re-  
coverable) ..... 3,500,000

2nd Section (Recov-  
erable) ..... 26,000,000,000

48,821,000,000

Estimated Receipts

I. Ordinary budget

Existing taxes ..... 10,724,000,000

New taxes ..... 8,597,000,000

19,321,000,000

II. Extraordinary budget

Liquidation of War Stock

Loans ..... 3,500,000,000

Long-term Loans or Sale  
of *Bons de la Defense*

*Nationale* ..... 26,000,000,000

48,821,000,000

The second section of the extraordinary budget is listed in the budget as recoverable because of the double guarantee of the reparation terms of the Treaty of Peace and the occupation of German territory by France.

### Two Budgets Submitted

**A**N important feature of the new budget is its division into the two general categories of ordinary and extraordinary items. An appreciation of the reason for this arrangement is important to an understanding of the French financial position.

French statesmen conceive of France's financial problem as two-fold: first, to provide revenue to meet her own regular obligations; and second, to finance expenditures for which she should eventually be reimbursed by her late enemies in the payment of sums on reparation accounts due France under the Treaty of Peace.

The budget of ordinary expenditures, which include the expenses of the Civil Government, the normal military, marine and colonial appropriations and interest on the public debt, France expects to meet by taxation. Thus, "the real budget is balanced."

The first section of the extraordinary budget includes expenses such as those for special missions in Palestine, Syria, and Turkey, a subvention to Alsace-Lorraine and demobilization bonuses. The total for this section of 3,500 million francs is, it is stipulated, temporary expenditure and will disappear next year. The Finance Minister plans to meet it by sales of war stocks and loans.

The second section of the extraordinary budget, an item five times the total of France's pre-war expenditure, will be spent for repairing the damages of war, building railroads, highways, canals, farms, fac-



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That is one of the  
twelve reasons why

## Charlotte Diners

are absolutely the best little old dining chairs produced in this Land of the Free—and Prohibition has nothing to do with it.

Charlotte Diners are locked at the joints where the greatest strain comes and the only way you can loosen these joints is to belt 'em with an ax.

The first Charlotte Diners we ever made—and that's some 7 years ago—are just as solid and upstanding and silent today as the day they were produced. And they've been doing duty three times daily right at our own festive board all these years.

Can you imagine anything more embarrassing than being obliged to seat your guests on squeaking, wobbling, groaning dining chairs that threaten to collapse any moment? We wot not.

Charlotte Diners will never cause you a moment's concern or embarrassment—even though you have them fifty years—

—and they cost but very little more than the kind of dining chairs you would rather do without.

Bill Graham, Rotarian, will be glad to tell you the other eleven reasons. Write him today.

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CHARLOTTE -- MICHIGAN

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The Home of Simplicity, Refine-  
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WM. H. WADE, Manager



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 Insist that your tailor use ABSOLUTE HAIR CLOTH in the next garment you order and avoid the hair working out of the coat.

**ABSOLUTE Hair Cloth**  
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 Write for folder and get full information in reference to the merits of ABSOLUTE.


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**A WONDERFUL RESTAURANT**  
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**For guests of discrimination**  
**With tariff in moderation**

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**CANADA'S LEADING HOTEL**  
**"The Windsor"**  
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 JOHN DAVIDSON (Rotarian) Manager  
 Visiting Rotarians Always Welcome

tories, and for pensions to crippled soldiers and to France's war widows and orphans.

The problem of finding resources enough to cover this second extraordinary item during the present year is the most serious financial task facing the Republic's financial experts. Germany, under the terms of the Treaty of Peace, was to pay all the Allies 20,000 million marks in gold before May of next year; but to date she has paid nothing on this account.

**This Year's Credit**

SINCE the legal limit for advances from the Bank of France to the French Government is 27,000 million francs and as this limit will be reduced by a recent law to 24,000 million francs on Dec. 31, 1920, and as present advances are in excess of 24,000 million francs, the new credit needed to cover France's extraordinary expenditures this year must be met by borrowing from other sources. The popular loan held in France last spring netted 15,700 million francs, 6,800 million francs of which were new money.

During last year the sale of Bonds for the National Defense totaled 24,000 million francs. Since January first this year the sales have averaged 1,200 million francs a month. Under the present plan these bonds, which are payable in three to six months and are thus similar in character to our Certificates of Indebtedness or to English Treasury Bills, will be one of the most important sources of income to the end of the present year.

**To Peggy**  
**Aged One Month**

SWEETHEART, new come to earth from Heaven's blue,  
 Whose azure smiles upon me from your eyes,  
 It must be that you are a granted prize  
 For some good deed or one that I shall do,—  
 An earnest of God's dearness working thru  
 The crust of my bad self to reach this heart  
 And open it, with most divinest art,  
 Unto the love brought to me, Sweet, by you.

Of old I prayed Our Lady I might be  
 Somewhat a better man than I had been:  
 With all the Church's bright artillery  
 I battered Heaven, trying to get in—  
 And now, a hostage to my gonfalon,  
 You she hath sent, peacemaker for her Son.  
 —G. V. B.

**From An Old Sundial**

SO many hours must I tend my flock,  
 So many hours must I take my rest,  
 So many hours must I contemplate,  
 So many hours must I sport myself.

Mrs Profiteer (in a temper)—"Do you call yourself a lady's maid?"  
 Maid—"I used to, ma'am, before I came here."



